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3481

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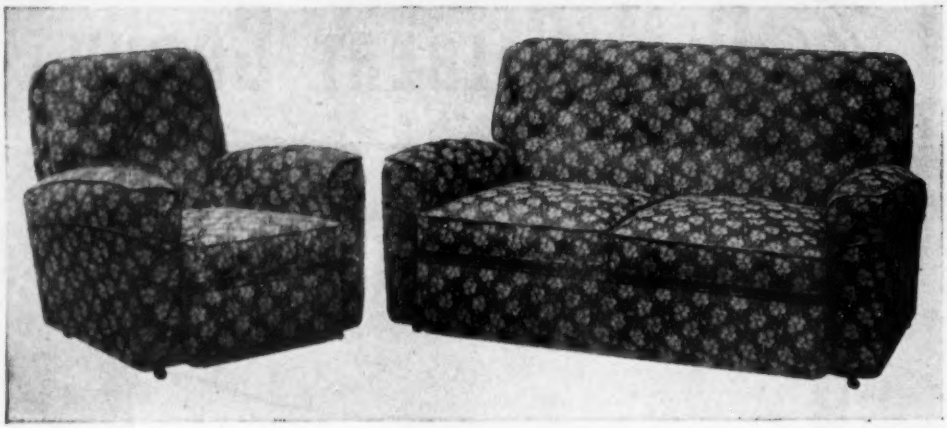

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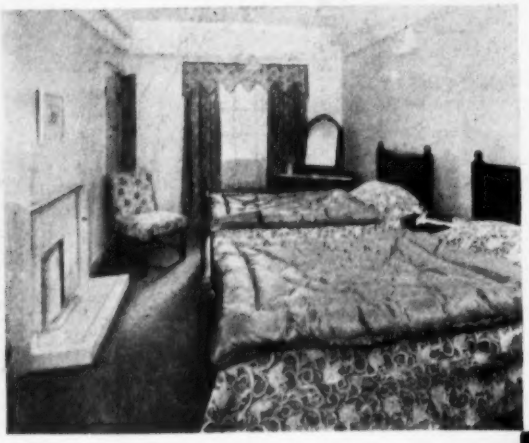

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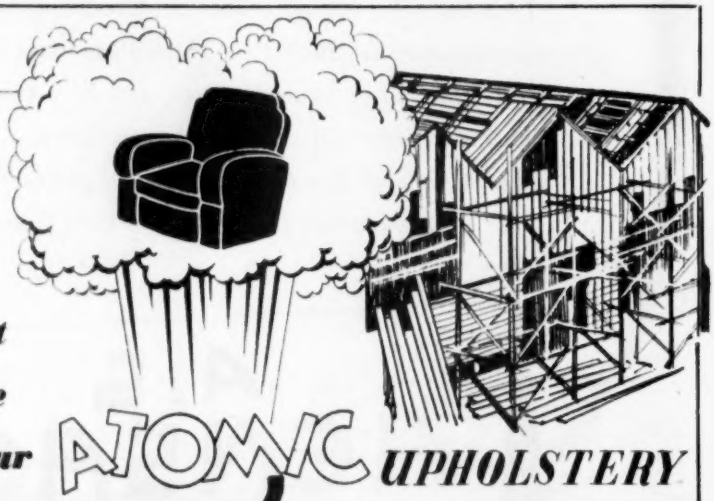

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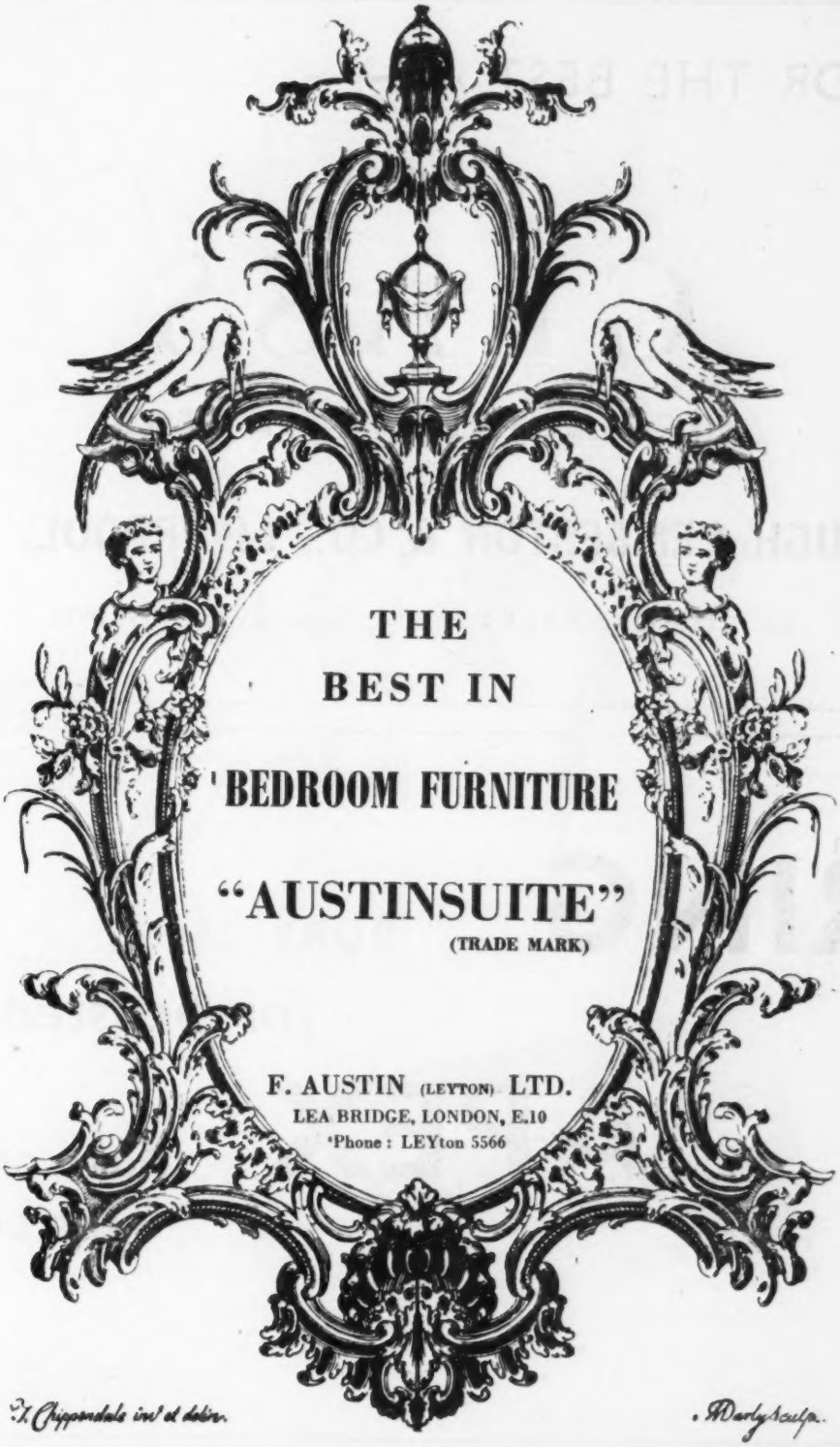
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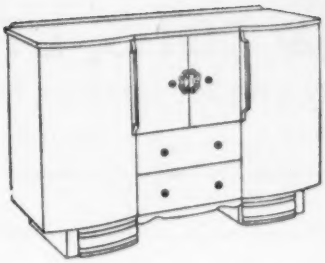

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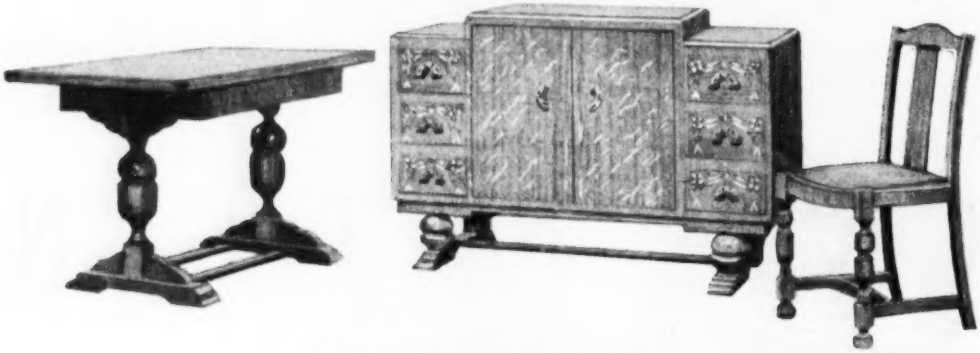

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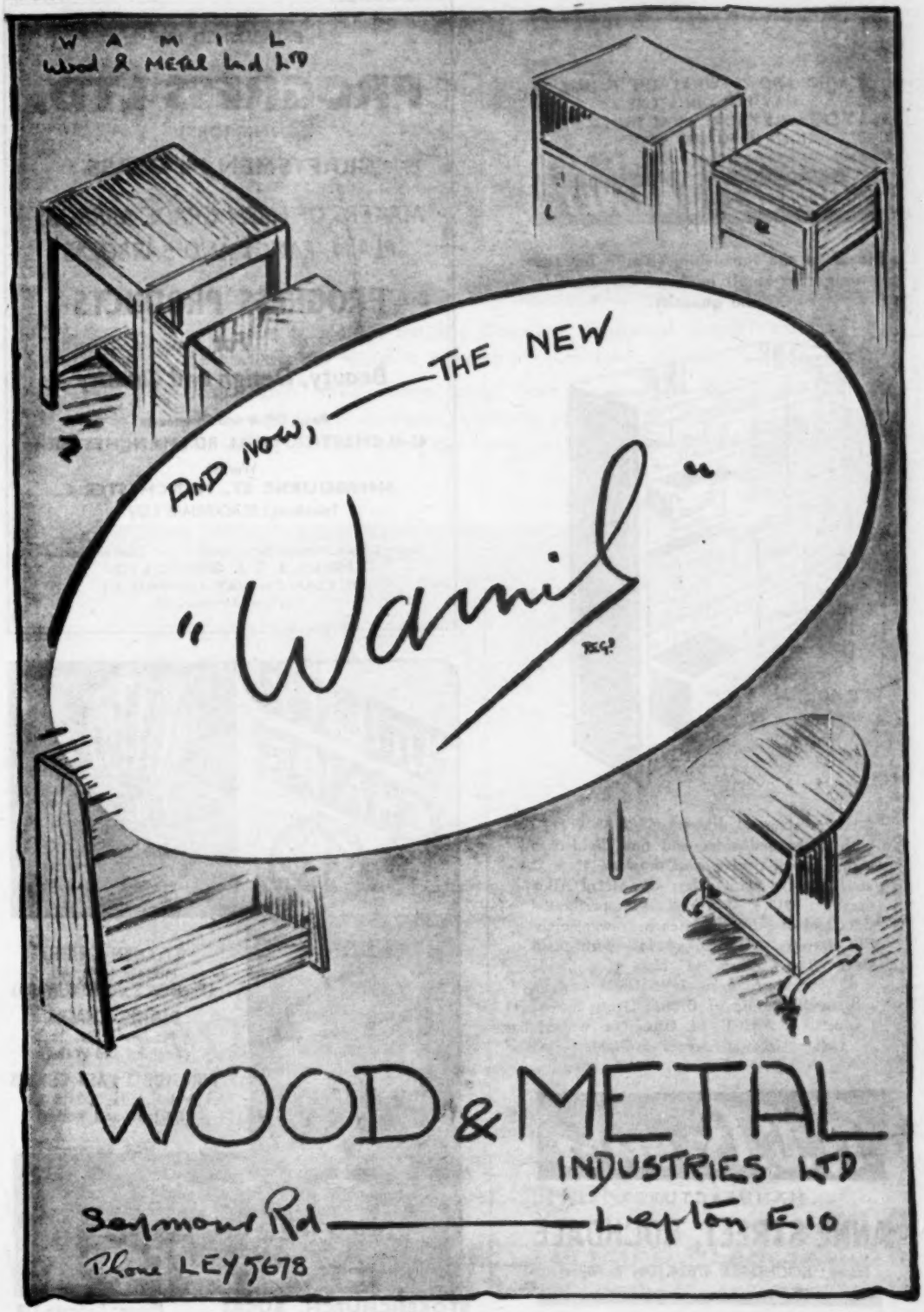
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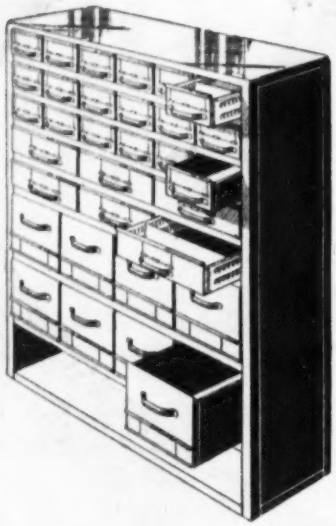

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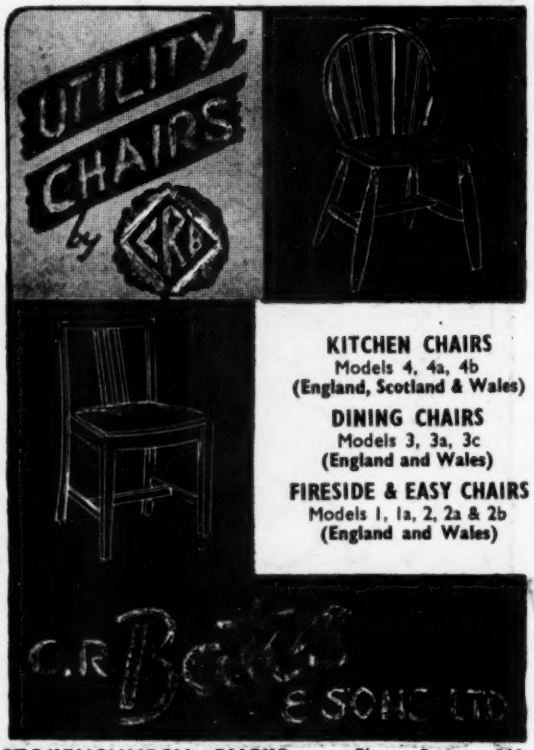

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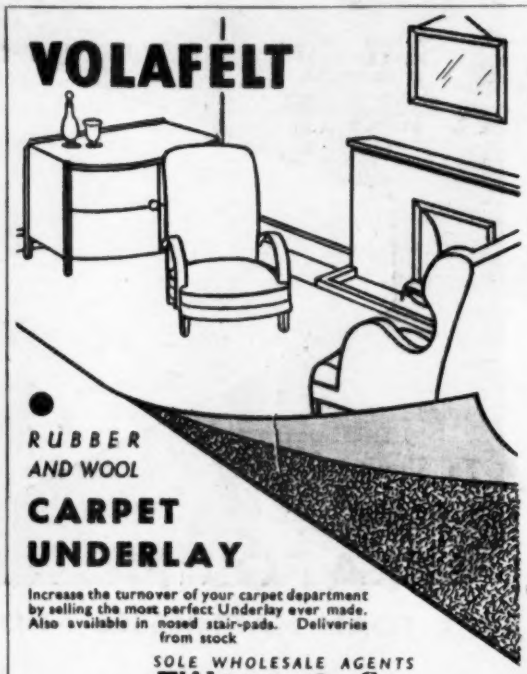

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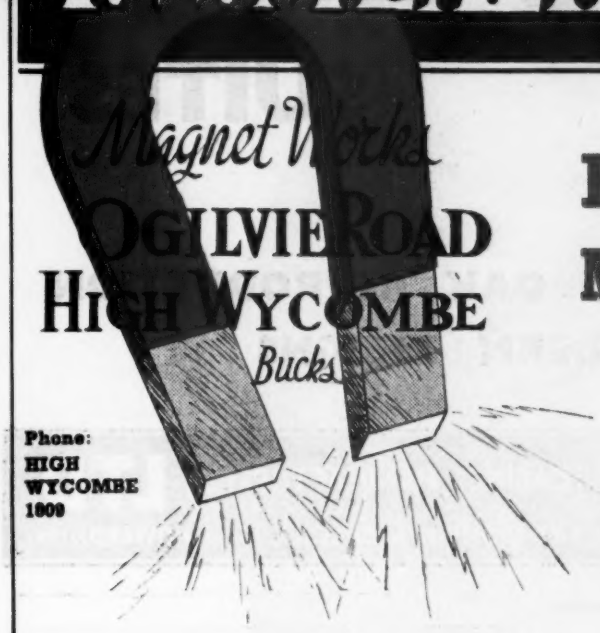

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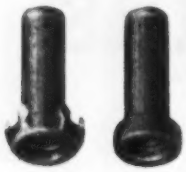

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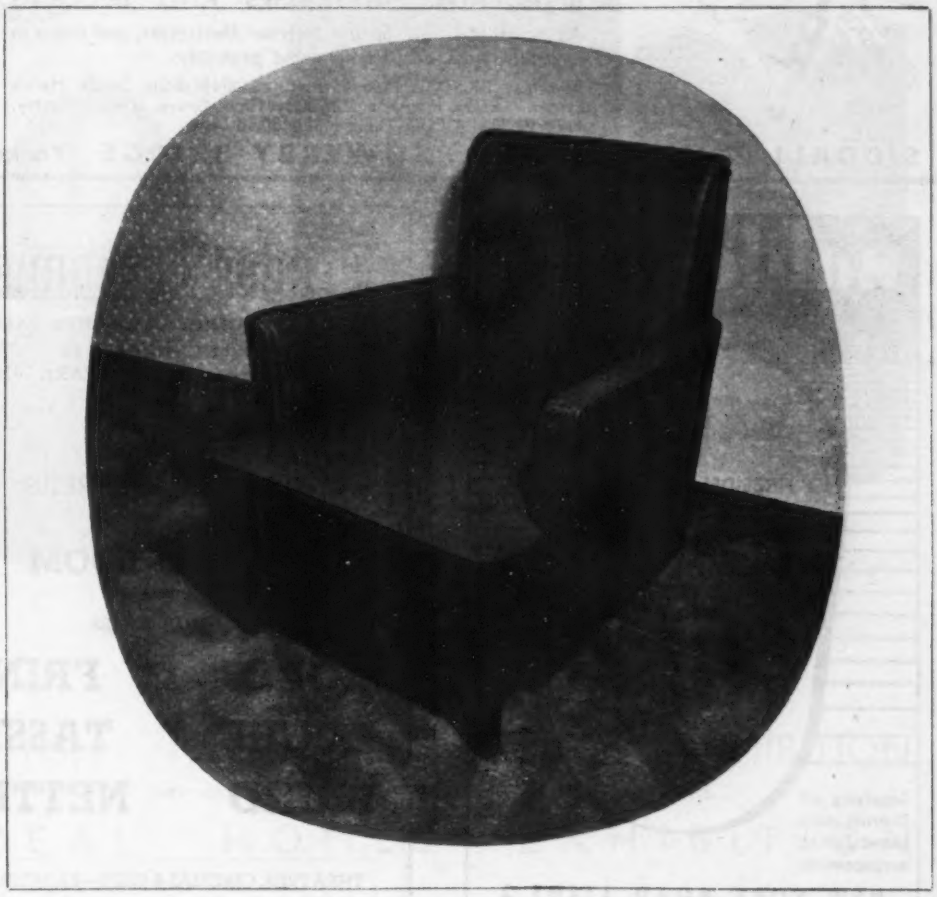

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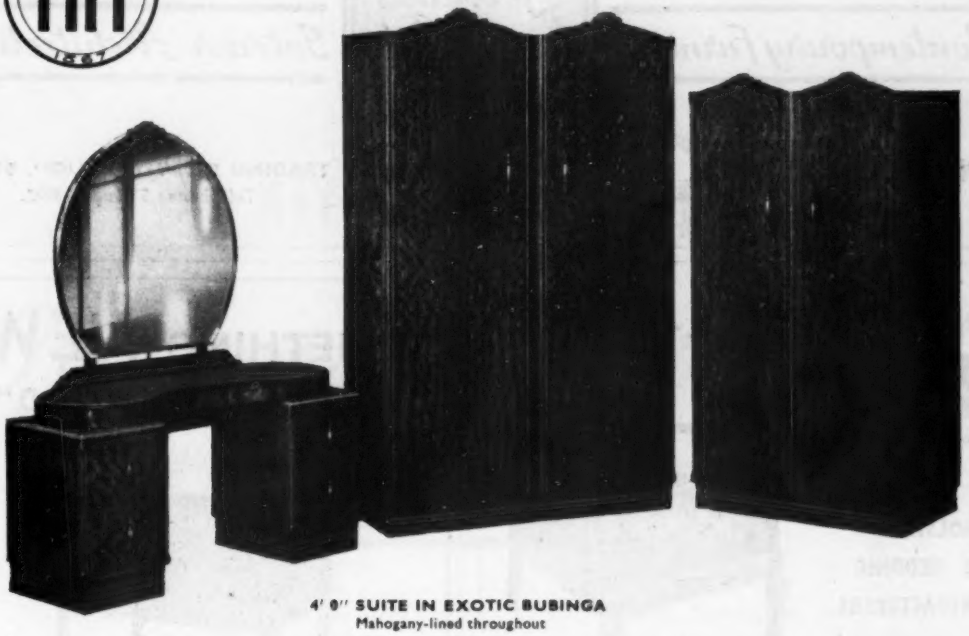

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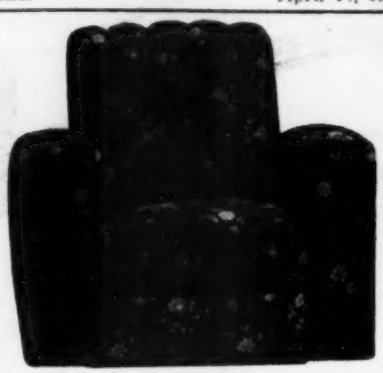

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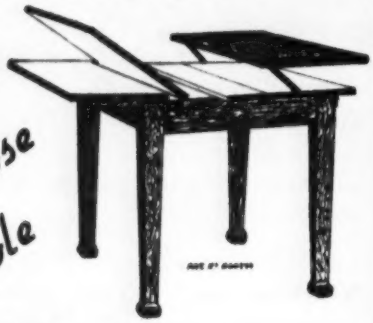

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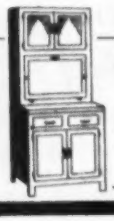

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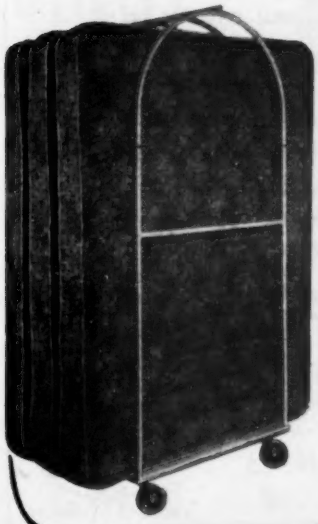

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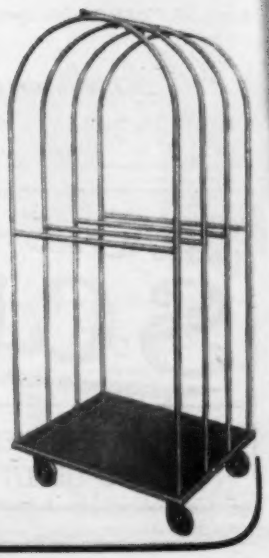

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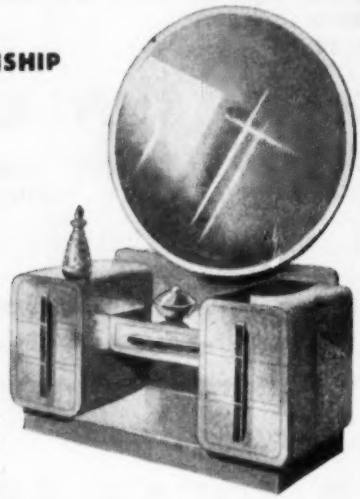

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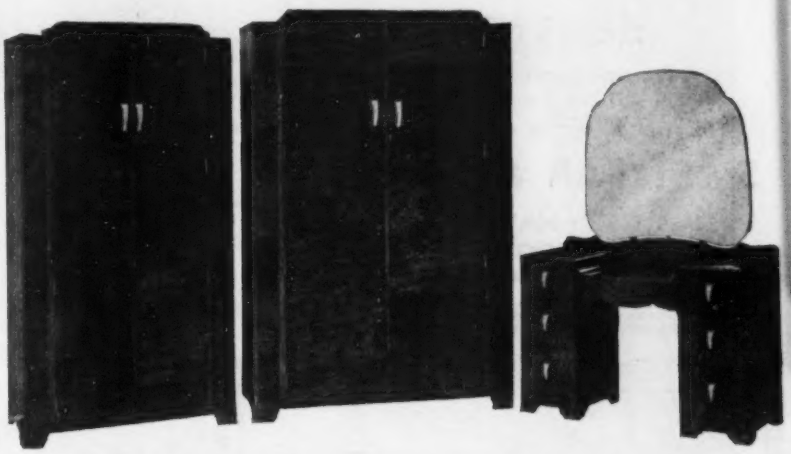

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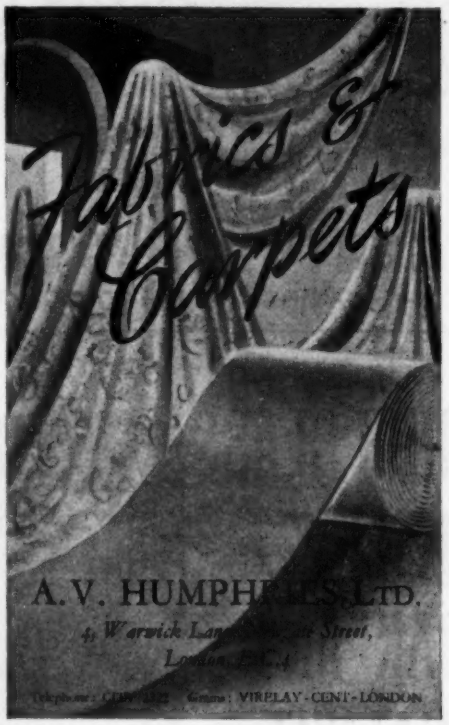

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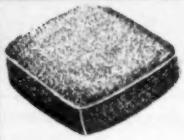

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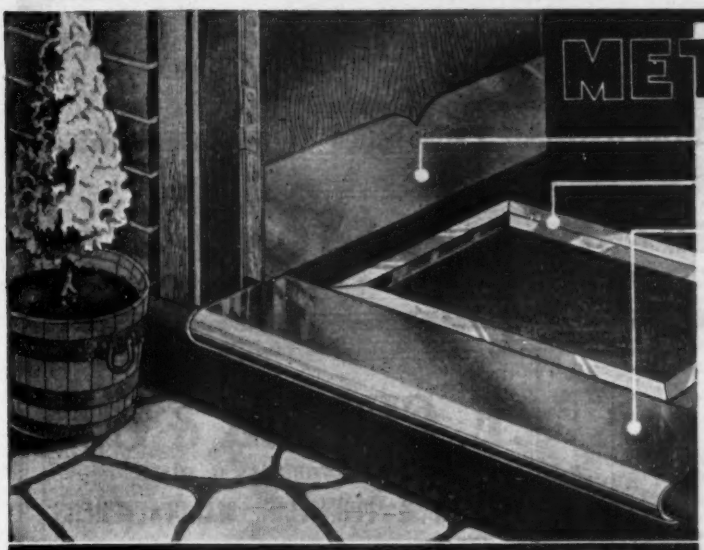

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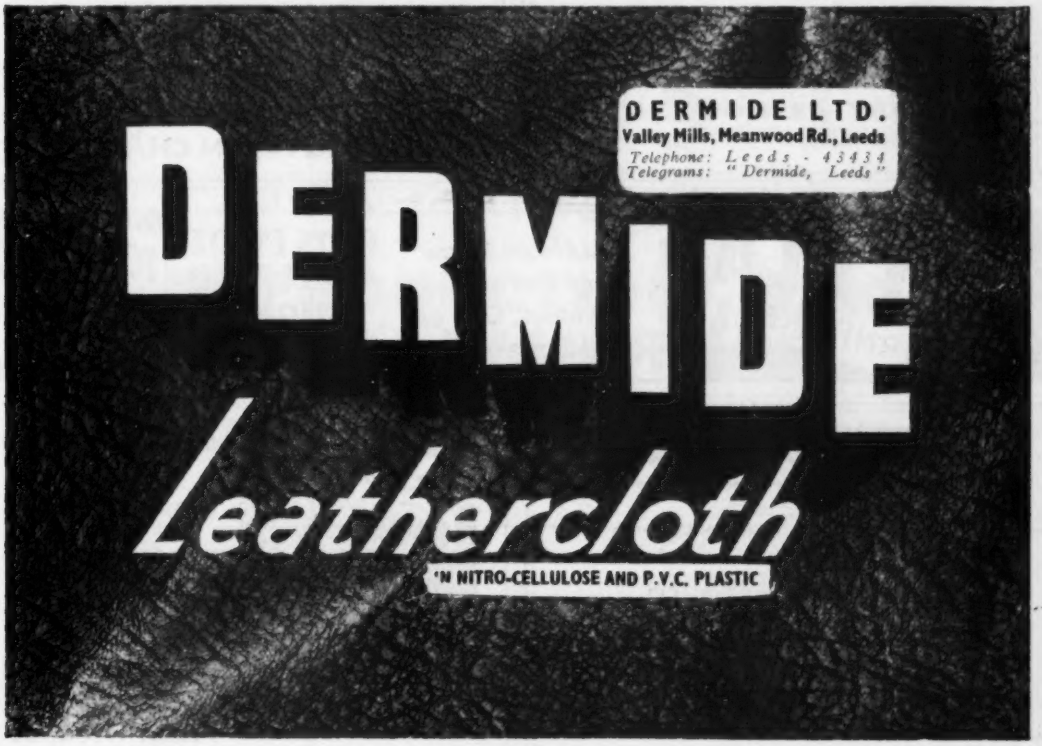

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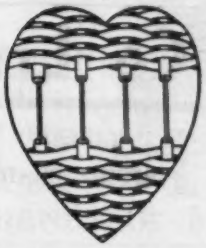

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Lino Prices Inflated By Govt. Oils Tax

Budget Plea to Chancellor

THE Linoleum and Floorcloth Manufacturers' Association is supporting an appeal which is being made to Sir Stafford Cripps, the Chancellor of the Exchequer, to abolish in the Budget the heavy duty paid on light industrial oils used extensively in the manufacture of linoleum.

THE proposal, which has been put forward by Mr. Norman J. Campbell of the National Paint Federation, is supported by 29 trade and industrial organisations.

A memorandum to the Chancellor emphasises that the present onerous duty of 9d. a gallon inflates production costs and prevents the full expansion of export markets. It also points out that none of the other basic materials used in linoleum manufacture are subject to tax.

Sir Stafford's attention has been further drawn to the handicap under which the manufacturers have been suffering through the difference between the world and British price of linseed oil.

"Since the major part of our linseed oil is purchased in hard currency, this difference will become increasingly marked," Sir Stafford is told. "Devaluation has also caused the price of these light industrial oils to rise by 12 per cent.

"The repeal of the present unjust duty is urgent and overdue in the national interests. It is wrong in principle to tax the raw materials of any industry and Britain is the only remaining major industrial power which makes no tax concessions on these vital industrial light oils."

Shipments of Linseed Oil "Advanced" By Argentina

IT is reported that 10,000 tons of linseed oil are being loaded in Argentine ports for the United Kingdom under a special arrangement whereby that country is "advancing" linseed under the terms of notes exchanged shortly after signature of the Anglo-Argentine trade agreement last June.

This will be the first consignment since Argentina banned linseed exports.

Hull Executives Buy Own Store

THE business of Dale Brothers, soft furnishers and drapers, 16, The Causeway, Teddington, Middlesex, has changed hands, following the formation of a new company, Dales (Teddington), Ltd., by Mr. J. Warham and Mr. R. S. Hall, who are relinquishing their executive positions with Bladons, Ltd., Hull.

Furnishing World has been informed that Mr. H. M. Dale, proprietor of Dale Brothers for the past 42 years, will continue to assist in conducting the business, but will be retiring in the near future.

The new owners plan to extend existing departments.

BEN EVANS CHIEF DIES

WE regret to announce the death of Mr. George Wheatley, managing director of Ben Evans & Co., Ltd., soft furnishers and drapers, Swansea, at the age of 74.

Mr. Wheatley, who was appointed managing director in 1940, was elected president of Swansea Drapers', Outfitters' and Furnishers' Association in 1942.

NEW RETAIL PRICES FOR "U." COTTON WASTE CLOTHS

ON March 31, *Furnishing World* reported that the Board of Trade had made new Orders which increased manufacturers' maximum prices for most Utility cloths and household textiles made from cotton waste.

The Board has now made an Order which brings retail prices into line with the manufacturers' increased prices.

This Order consolidates the four current Orders amending the principal Order (The Utility Cloth and Utility Household Textiles [Maximum Prices] Order, 1950, S.I. 1950, No. 1311) and brings into force:—

(a) Supplement No. 1 to Related Schedule No. 5 H. (Utility Household Textiles), price 3d., and

(b) Supplement No. 2 to Related Schedule No. 6 N. (Utility Upholstery and Utility Curtain Cloth), price 2d.

The new Order, which comes into force on April 21, is:

The Utility Cloth and Utility Household Textiles (Maximum Prices) (Amendment No. 8) Order, 1950. S.I. No. 585, price 3d.

Shop Workers Oppose Govt.'s Wage-Freeze Policy

To Fight for Pay Increases

THE 350,000-strong Union of Shop, Distributive and Allied Workers, among whom are many workers in retail furnishing shops, has joined in the opposition to the Government's wage curb policy.

At their annual conference at Bridlington yesterday the delegates defeated an emergency resolution from their executive seeking further support for wage restraint.

THEY decided instead in favour of "an immediate fight" for:

Wage increases;

Control of profits;

Extension of food subsidies;

Abolition of purchase tax on "items of working class consumption"; and

Extension of price control.

Another resolution, carried on a show of hands, condemned the executive for supporting the Trades Union Congress in its wages policy.

The emergency resolution asked that the executive should be authorised to continue, in co-operation with other unions and the Labour Government, to seek a co-ordinated wages policy. It added, however, that the negotiations "for wages increases in accordance with the machinery to which the union is a party" could not be deferred.

It was defeated on a card vote by 138,547 votes to 107,497.

Mr. J. A. Birch, general secretary, proposing the resolution, urged that the Government's achievements during the past five years were such that it might well ask trade unionists to make some contribution, even involving sacrifices, to keep the Government in office.

Those who advocated an unrestricted wages policy were under an obligation to show how they would prevent prices rising still further.

Mr. H. Weate, Divisional Officer for North Wales and Cheshire, said they were being asked to go on freezing wages which were a standing disgrace to a civilised country. Men and women were earning 94s. to 100s. a week at a time when the purchasing power of the pound was 8s. 3d.

Millions of workers voted against the Government in the election to show their opposition to the wages policy.

Members who were earning less than £6 a week and were unable to obtain increases should have the right to strike.

Mr. B. Remelson, of Leeds, maintained that the T.U.C. would not have won its vote of support for the Government's wages policy if the union representatives had voted according to the wishes of the membership. Union officials had not only "betrayed their union but the whole of the working class."

While Mr. Remelson was speaking, Mr. Hardy, a Wakefield delegate, speaking from a gangway, said: "I wish to challenge the right of this man to be a delegate."

Mr. W. E. Padley, M.P. (chairman), said: "You cannot do that now. You have to go to the standing orders committee."

Mr. Hardy then left the hall.

Replying to the debate Mr. Birch declared that Mr. Remelson had been a Communist candidate at the election and that some opponents of the executive were active supporters of the Communists.

New Rug Display

THESE LONDON showrooms of Edwin Field & Sons, Ltd., of Skelmanthorpe, are situated at 38, Little Britain, E.C.1, and are managed by Mr. Tom Nicholls. A full range of Fields' Goat's Head rugs and mats is displayed.

"Naughty" Furniture Advertising Caused By Ignorance?

WITH the increase in competition and the decline in spending power there was a tendency for an increase in misrepresentation of goods being advertised, said Mr. Roger Diplock, secretary of the Retail Trading Standards Association, when speaking at the annual meeting of the Retail Distributive Trades' Section of the Sheffield Chamber of Commerce on April 4. Mr. Harold T. Atkinson (John Atkinson Service Store, Ltd.) was elected chairman to succeed Mr. J. E. Cockayne (T. B. & W. Cockayne, Ltd.).

Mr. Diplock said that the Association was having trouble, and particularly in regard to the advertising of furniture. Some of the advertising was very naughty indeed. Ignorance, however, was one of the main causes of misrepresentation.

A suite of furniture was advertised in Liverpool for two weeks marked "solid walnut." The retailer, after being written to, withdrew the advertisement. He admitted that it was, in fact, laminated.

The Board of Trade eventually decided not to allow West African hardwoods to be described as oak and mahogany. They had intended doing that on their schedules, however.

Action could be taken under the Merchandise Marks Act, but it gave traders too big a loophole to plead ignorance.

Isaac Wolfson Adds Another Group to his "Empire"

G.U.S. Buy Broderick's 22 Furniture Stores

Assets Now £40,000,000: Turnover Aim of £1,000,000 a Day?

MR. ISAAC WOLFSON HAS DONE IT AGAIN. HE HAS ADDED ANOTHER ASSET TO HIS GROWING "EMPIRE" IN THE FURNITURE TRADE. THIS TIME IT IS JAMES BRODERICK & CO., LTD., WHICH MR. WOLFSON'S CONTROLLING COMPANY, GREAT UNIVERSAL STORES, HAS BOUGHT. NO PURCHASE PRICE HAS YET BEEN GIVEN.

A SPOKESMAN at Mr. Wolfson's headquarters told *Furnishing World* yesterday: "It is too early yet to give you any more information. At the moment it is just a question of the exchange of contracts between the solicitors for Swears & Wells, Ltd. (owners of Broderick's), and our own solicitors."

According to the latest information filed at Somerset House the directors of James Broderick & Co. are Cyril J. Ross, Sidney Ross, Jack Ross and Frank Goldman.

The company's profit to January 31, 1949, was £37,473, and an Ordinary dividend of 10 per cent was paid for the year.

Mr. Wolfson's G.U.S. has bought the Ordinary share capital (one million 2s. shares) of James Broderick who own 22 furniture stores in London and the Provinces, as well as a factory and warehouse.

This is Mr. Wolfson's third big acquisition in the furniture trade in the last seven months.

Furnishing World reported in September last year that G.U.S. had bought (through its subsidiary company, Jays & Campbells) the firm of Jacksons Stores, Ltd., Leeds. In January of this year the hire-purchase furnishing firm of Smart Bros., Ltd., was taken over.

One of the most interesting comments in the national Press on this new G.U.S. acquisition was made by John Carpenter, the London "Evening News" columnist, on Saturday. He said:

"The ever-spreading ramifications of 'Gussies'—the Stock Exchange nickname—brings nearer Mr. Wolfson's reputed aim, a turnover of £1,000,000 a day. Already through its chain stores, mail order firms, jewellers, furniture and hosiery shops it is put at £2,000,000 a week, with customers at the rate of 4,000,000 a week.

"The acquisition, it is thought, adds a few more hundreds of thousands of pounds—although the buying price is not disclosed—to the G.U.S. balance sheet. This shows assets at nearly £40,000,000 with a share capital, which has risen from £15,000 back in 1931 to its present £4,250,000.

"And to the non-drinking, non-smoking Isaac Wolfson, who began life at 5s. a week in Glasgow stamping out the backs of chairs in a furniture factory, it adds another name to the long list of companies, reputed to be around 140, with which he is connected."

Mr. Isaac Wolfson

Druce's Furnishing Buyer Dies

WE regret to report the death of Mr. S. Elphick, soft furnishing buyer for Druce & Co., Ltd., London, W.1. Mr. Elphick, who had been in the trade all his working life, had been with Druce's for nearly twenty years.

Death of North London Upholsterer

THE death has occurred of Mr. W. G. Allchurch, founder of W. G. Allchurch & Son, upholsterers, Willesden Lane, Kilburn, N.W.6, at the age of 71.

The business is being continued by his son, Mr. C. E. Allchurch.

New Branch for McIlroys, Kent

A NEW branch of McIlroys of Kent, Ltd., has been opened at London Road, East Grinstead, Sussex, under the resident directorship of Mr. G. S. Perry, who has been on the company's board at Folkestone for a number of years.

Furnishing World understands that provision has been made to permit enlargement of this new branch store by adding two upper floors, when necessary.

Liverpool to Have Central Buying?

A SUGGESTION that a detailed enquiry be held to ascertain the various types of commodity which lend themselves to central buying is made in a report by the Town Clerk and City Treasurer which was placed before the Liverpool City Council on April 5.

The report says that while it is reasonable to anticipate that the corporation will achieve reduced prices by co-ordinating its requirements, it is equally clear that the introduction of any new central administration involves additional expenditure in the way of staff and, possibly also, accommodation.

In the meantime, every effort should be made to revert to the pre-war practice of obtaining periodical contracts.

Before the war Liverpool had a limited system of central purchasing under which the corporation department which was the largest user of a particular commodity acted for all departments of the corporation in the purchase of such commodity. Among goods so bought was bedding.

February Furnishing Sales 13 p.c. Up on Last Year

Rise General Throughout U.K.

SALES of furniture and furnishings during February showed a rise over the low January level, and this rise was almost identical with that between the same two months of 1949. Sales were, however, 13 per cent above those of the previous February.

Sales of both furniture and bedding, and furnishing fabrics and household textiles, showed similar movements, rising by four and two per cent, respectively, above January, and by 17 and 15 per cent above 12 months earlier.

The area figures for February compared with a year ago are:—

Furniture and Furnishings: North-east +16, London Central and West End +16, Scotland +14, London Suburban +13, North-west +13, Midlands and South Wales +12, South of England +10.

Furniture and Bedding: London Suburban +24, North-west +18, London Central and West End +17, North-east +12, South of England +10, Midlands and South Wales +5.

Furnishing Fabrics and Household Textiles: North-east +24, London Central and West End +16, South of England +15, Midlands and South Wales +15, North-west +12, Scotland +8, London Suburban +5.

Floorcoverings: North-east +25, London Central and West End +16, Midlands and South Wales +14, North-west +10, London Suburban +8, South of England nil.

Independent furniture retailers were one of the few trades to report rises in February, returns showing that turnover was the highest for any February since the war, and three per cent higher than in January. In consequence, sales reached a level a fifth below the record set up in October and only two per cent below the average for 1949. Compared with February, 1949, they rose by five per cent.

The large-scale retailers reported an increase greater than that of the independents, their turnover being 13 per cent more than a year earlier.

Clapham Furnishers Extend

THE old established firm of Edwardes Furniture Depositories, Ltd., have had a new frontage installed at their main showrooms, 35-37, Battersea Rise, Clapham Junction, S.W.11, and, combined with their adjoining premises, the company now have 40 large showrooms featuring suites, bedsteads and bedding.

Interviewed by a *Furnishing World* reporter, Mr. S. Stanton, managing director, stated: "We carry a good stock of modern furniture, but find it necessary to maintain an equally extensive range of sound secondhand merchandise. People to-day are distinctly wary of purchasing Utility goods, due to the recent Court exposures which are undoubtedly harming the trade.

"I look forward to the time when we shall not be hemmed in by the ridiculous rules and regulations affecting the business these days; restrictions which are an insult to one's intelligence."

Mr. Stanton pointed out that plans to rebuild the entire premises were prepared several years ago, and it is hoped to carry out the scheme when opportunity arises.

The business of Edwardes was established in 1890, and is associated with Johnson's Furniture Depositories, Ltd., Lewisham.

Mr. Stanton is a member of the Furnishing Trades Advisory Council and chairman of the local Chamber of Commerce, an appointment he has held for two successive years.

David Toper's for Manchester

DAVID TOPER & SONS, LTD., manufacturers of "Top-E-Rest" upholstery, Lower Square, Isleworth, Middlesex, will open up permanent showrooms at 59, Great Ducie Street, Strangeways, Manchester, 3, on April 17, with a special display of new models in soft covering and leathercloth.

Showroom service facilities will be available, and it is hoped to keep to a 72-hour delivery service in the North.

Spring Seats For Diners Now

The chairs of dining sets made by Beautility Furniture, Ltd., are now being fitted with sprung seats—at no extra charge.

Scots' Salesmen's Course a Success

SATISFACTION with the salesmen's course, appreciation of what the Scottish Furniture Manufacturers' Association had done in providing it, and a suggestion that similar courses might be arranged with other trades were expressed at a meeting of the General Council of the Scottish House Furnishers' Federation which was held in the Station Hotel, Perth, on April 5.

Mr. Chalmers Brown, Edinburgh, presided, and the others present were Messrs. Coates and Stevens, Edinburgh; MacDonald and Gardner, Glasgow; Tait, Aberdeen; Justice and Robertson, Dundee, and A. T. Miller, C.A., secretary.

The secretary reported that the target of numbers for the Annual Conference had been reached, and that there would be a good representation of manufacturers of all branches of furnishing.

Reply To Attack

Reference was made to an attack on the retail furniture trade made by Bailie David T. Hutchison on March 24 at the annual conference of the Scottish Branch of the Institute of Housing. It was stated that action had been taken by the Glasgow Association and by N.A.R.F. who had both written to the Editor of *The Glasgow Herald* which had given undue prominence to the statements. The Council felt the statements by the Bailie were wild and unfounded, and that the action taken by the two bodies was sufficient to make the views of the furniture trade known in the Glasgow Press.

In view of the increase in pay and holidays with pay under the manufacturing wages agreement it was considered necessary to revise the recommended minimum jobbing rate. After consideration it was agreed to recommend that the present figure of 4s. 3d. be raised to 4s. 6d.

Cockaynes of Sheffield: Two Anniversaries

THE first anniversary of the opening of their new store in Angel Street, and the 121st anniversary of the founding of the firm are being celebrated by the well-known Sheffield firm of furnishers and drapers, T. B. & W. Cockayne, Ltd.

Mr. Playfoot Hague, display manager, and his staff of 13 have been planning the anniversary displays and decorations since Christmas time.

S. African Firm Wants Agency for Fabrics

MR. R. HARRISON, managing director of Amric Agencies Pty., 203, Ottawa House, President Street, Johannesburg, desires to represent United Kingdom manufacturers of furnishing fabrics.

Mr. Harrison is at present visiting the United Kingdom and can be contacted c/o Greatermans Associates, Ltd., 9, Camomile Street, London, E.C.3.

The United Kingdom Trade Commissioner at Johannesburg has reported that Mr. Harrison can be considered a suitable connection for United Kingdom firms. Amric Agencies Pty. have offices in Johannesburg and Capetown, and are able to cover the whole of the Union of South Africa.

New Bedding Order Fixes Top Retail Prices

AFTER consultation with the Central Price Regulation Committee, the Board of Trade have made three new Bedding Orders.

THE Utility Bedding (Maximum Prices) Order, 1950, fixes wholesalers' and retailers' maximum, and overriding maximum, prices for all new Utility mattresses, pillows and bolsters bearing the grade symbols in Column 1 of the Schedule. Manufacturers' maximum prices for those articles were fixed by the Bedding (Manufacture and Supply) Order, 1950 (S.I. 1950 No. 162) which came into operation on February 13.

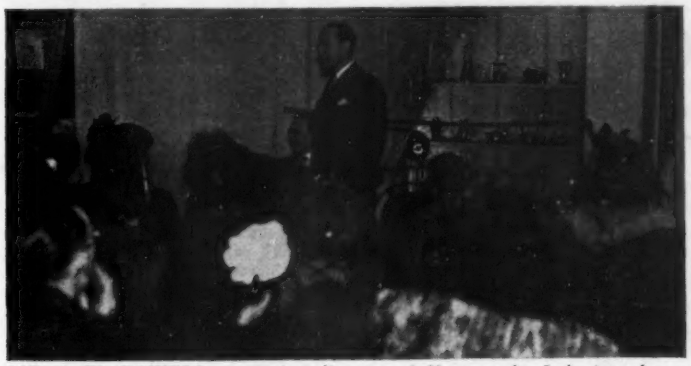
Pending the publication of the new Order, wholesalers' and retailers' maximum prices have been governed by the margin provisions in the Utility Bedding (Maximum Prices) (No. 3) Order, 1946 (as amended).

The latter Order ceases to have effect except in relation to Utility mattresses, pillows and bolsters to which the grade marks (now superseded) shown in the First and Second Schedules to that Order have already been applied.

The Utility Quilts (Manufacture and Supply) (Amendment) Order, 1950, amends manufacturers' maximum prices for two descriptions of quilts—down and light kapok. For a number of the former, the new prices are lower, by 1s. 2d. to 2s. in the adult sizes and by 3d. to 1s. 8d. in the cot sizes, than those in the current Order. Prices of the latter have been increased by 10d. to 1s. 6d. in the adult sizes and by 6d. to 1s. in the cot sizes. The new Order also permits "D.Q.5" down quilts to be made with a plain panel.

The Utility Quilts (Maximum Prices) Order, 1950, fixes wholesalers' and retailers' maximum and overriding maximum prices, for all Utility quilts. Hitherto, these prices have been included (with Utility mattress, pillow and bolster prices) in Utility Bedding (Maximum Prices) Orders. The increases and reductions made in the Manufacture and Supply Order are reflected in the Order.

All three of the Orders were published on Tuesday, and will come into operation next Tuesday, April 18.



MR. J. W. POWELL, managing director of Hammonds, Ltd., introduces Mr. Gordon Russell (seated) at the official opening of the "Design for the Home" exhibition.

Hull Firm Stages Ambitious Show

ONE of the most ambitious shows staged in Hull since pre-war days is the "Design for the Home" furnishing exhibition arranged by Hammond's, Ltd., Paragon Square, which was recently opened by Mr. Gordon Russell, director of the Council of Industrial Design.

The exhibition was designed and planned by Mrs. Grace Lovat Fraser, vice-president of the Design and Industry Association, and was built and executed by Hammond's own staff. It consists of a number of furnishing suggestions in contemporary and period styles, furnishing textiles, carpets, wallpapers, china, kitchen equipment and so on.

The exhibition will remain open for some months, and the exhibits will constantly be changed to use space to its full advantage.

A corner of the exhibition shows excellent display craft.

Viewpoint

A VERY significant little booklet was published last week. It should be of interest to every furniture man. But we hope that it has already proved of even greater interest to SIR STAFFORD CRIPPS.

Small though the booklet is, it rejoices in the lengthy title of "Report on an Inquiry carried out by the Hotels Committee into Hotel Services in Great Britain from the User's Point of View," and is published by the British Tourist and Holidays Board.

★★ Evidence was taken by the Committee from a representative cross-section of hotel users, and one of the most significant findings was that there was considerable room for improvement in the standard of hotel comfort by the replacement of worn-out furnishings.

This, finds the committee, cannot be carried out by the vast majority of hoteliers because of the high cost of furniture, furnishing materials and other equipment. And the one and only reason for hotel furnishings being so costly is—Purchase Tax.

Here we are going to remind SIR STAFFORD of a story we published in "Viewpoint" on December 9 of last year.

STORY WITH A MORAL

ANSWERING MR. HERBERT MORRISON'S call for more hotels for dollar visitors, SIR FRANCIS TOWLE decided to build a fine new hotel for the 1951 Festival. It was to be a giant block, with accommodation for 600 guests. He abandoned the idea.

And why?

Because the high purchase tax on non-Utility furniture and furnishings made it impracticable.

SIR FRANCIS, at the time, said:

"We had hoped the tax on things like curtains, soft furnishings and equipment would come down. It did not. So we called off the plan. You cannot run a business if you have to pay 66⅔ per cent purchase tax."

SIR FRANCIS added that before the war he paid 6s. 4d. a yard for carpet, 4s. for curtaining. Now he must pay 28s. 6d. for carpet, £1 for curtains.

★★ That particular evidence, it seems, was not before the Committee of the Tourist and Holidays Board. But it has come to exactly the same conclusion. And perhaps SIR STAFFORD, in his eager search for dollars, will now consider what effect on the closing of The Gap the abolition of tax on hotel and other furnishings would have.

SLEEPWORTHY BEDS!

ONE other excerpt from the report says that the general opinion of the witnesses was that British hotel beds were very comfortable.

All we can say is that the witnesses have not visited *all* the hotels that we have. And we do not think the National Bedding Federation will take that part of the report lying down—on beds or otherwise.

★★ We have a feeling, rightly or wrongly, that this particular finding of the Committee was influenced to some extent by the evidence of The Joint Appointment Board (Hotels) of the Automobile Association, the Royal Automobile Club and the Royal Scottish Automobile Club—from whom the Bedding Federation recently received such scant support in its effort to make Better Bedding in Hotels a contributory factor to More Dollars from Tourists.

Readers' Viewpoint

Scottish Retailers and the New Group Company

The Editor,
"Furnishing World."

SIR,—Some confusion appears to exist in Trade circles with regard to the attitude of the Scottish House Furnishers' Federation to the newly formed company, Scottish Furniture Manufacturers, Ltd., which consists of a group of Scottish furniture manufacturers. It is desirable that the retailers' view should be made clear.

The Scottish House Furnishers' Federation agrees that there is no impediment in the way of the formation of the new company, but the impression that was formed at a joint meeting at which all the company's directors were present, was that the new company is in a position to execute home contract orders which are presently handled by the retail side of the trade. This impression was confirmed at subsequent meetings of the General Council of the Federation.

The Code of Trading Practice is at present under revision and the Scottish Retailers feel that any redrafting will require to be most carefully done, as the activities of any company of this kind, even though it adheres to the wording of the Code, may be dangerous to the welfare of the retailer and harmful to some trade relationships.

Yours, etc.,
A. T. MILLAR,
Secretary,
Scottish House Furnishers' Federation.

Dundee.

This Man Should Be Helped

The Editor,
"Furnishing World."

SIR,—Pre-war I had spent the majority of my working life in the retail furnishing and drapery trades. Came the war. I volunteered for the R.A.F. and was discharged in 1943—a limbless and badly knocked about so-and-so.

In 1946 I opened a small retail furnishers and decided to "have a go," fully realising the difficulties of supplies, labour, etc., but hoping to get at least a fair support from manufacturers and wholesalers for goods in short supply.

I had intended, owing to my disabilities, to try to concentrate on soft furnishings, carpets and rugs. But the response and help that might have been forthcoming, is, alas, absent—with the usual excuse, "export."

I can understand this to a very large extent and do not expect impossibilities, but it is most annoying and disappointing to read in *Furnishing World* of new firms opening, "specialising in carpets and rugs."

A Scottish firm has granted me a small quota about every three months and I have been receiving this for a considerable time. I thank them sincerely.

But could not a little consideration be shown to the small trader?

Yours, etc.,
Hull. EX-SERVICE.

personally speaking...

NEWS OF MEN YOU KNOW

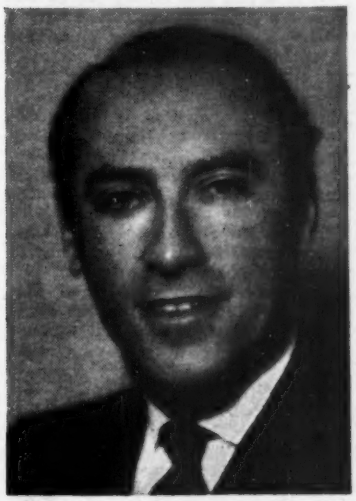
BACK again at business is **A. E. Sullivan,** manager for Alexander Lightman, Ltd., Gascoigne Street, Boar Lane, Leeds, who has been away since just after Christmas suffering from a very bad attack of pneumonia. Mr. Sullivan tells me that he had no idea how many good friends he has in the trade until he fell ill—and now he is hoping to get down to writing and thanking them all for their letters and messages of good wishes.

☆ ☆

NEWLY-APPOINTED buyer of furnishings and household linens for Catlings, Ltd., Lowestoft, is **H. D. Downey.**

☆ ☆

THE President of the Board of Trade has appointed some new members to the Council of Industrial Design. Among them are **Geoffrey Dunn,** director of Dunn's of Bromley and a member of the Design and Industries Association, and **William Johnstone,** managing director of Joseph Johnstone, Ltd., Lochwinnoch. Mr. Johnstone is also a member of the Furniture Development Council and of the Scottish Committee of Industrial Design, president of the Scottish Furniture Manufacturers' Association and chairman of the new Scottish export company, Scottish Furniture Manufacturers, Ltd.



Geoffrey Dunn

☆ ☆

SUCCESSOR to **R. J. Frizzell** as secretary of the Ulster Industries Association is **A. J. Dougan,** who was formerly assistant secretary. He has also been made secretary of the member and affiliated associations including the Ulster Bedding Manufacturers' Association and the Cabinetmakers' section of the Ulster Furniture Federation.

☆ ☆

POPULAR **Syd Hands,** of Brands Hill Avenue, High Wycombe, has been made a Fellow of the Royal Philatelic Society, of which for more than two years he has been hon. treasurer and a member of the Council. A prominent figure in the Wycombe furniture industry for many years, he is a director of William Hands & Sons, Ltd., furniture manufacturers of Dashwood Avenue, High Wycombe.

☆ ☆

J. T. PARRISH, LTD., Newcastle-on-Tyne, have a new carpet buyer. He is **R. S. Parker.**

☆ ☆

T. C. DUNNING & SON, LTD., have appointed general manager **R. W. Powis** to the Board of Directors.

☆ ☆

D. M. DAVIES of Slough, and Sheer Metalcraft, Ltd., of Weybridge, announce the appointment of **Edward Harvey** as their representative in the Lancashire area. Mr. Harvey, who is a Mancunian, is well known in the furniture trade in the North-West. He had a distinguished army career, and served for six years with the Herefordshire Regiment. He has recently married, and in fact, joined D. M. Davies direct from his honeymoon.

☆ ☆

AFTER 23 years as a fireman, **Gordon Elphick,** furnisher, High Street, Huntingdon, has been forced to resign his post of Station Officer, the senior rank of retained firemen in the county fire service, because of the demands of his business. When the Huntingdon Brigade, of which Mr. Elphick is the last member, became part of the N.F.S. in 1939, Mr. Elphick had reached the rank of engineer. During the war he was a full-time fireman and in command of more than 100 men and five engines.

☆ ☆

I HEAR from the Sussex Upholsterers (Bristol), Ltd., that **C. J. Coates** has resigned his position as director and production manager. The company is therefore under the direction of **C. Wilkins** and **H. Parkin,** and is entirely located at Bethel Road, St. George, Bristol.

☆ ☆

NEW furnishing manager of the Torquay Co-operative Society, Ltd., is **A. Bradshaw.**

☆ ☆

I HEAR that **S. Head** is to be manager of a new departmental store to be opened by Slough Co-operative Society, Ltd. He has been drapery manager of Witham Co-operative Society, Ltd., since 1939.

☆ ☆

CHAIRMAN of the Portsea Island Employees' Welfare Association is **K. Seymour,** furnishing manager of the Portsea Island Co-operative Society.

☆ ☆

SHORTLY to sail to America on a goodwill trip is **Cecil Brinton,** chairman and managing director of Brintons, Ltd.

Nomad

A Smile with Betts

"As you wish, madam—but shall I just wrap up the table part?"

L.F.M., who took over 50 per cent of Space at Earls Court, say that—

One Exhibition is Enough

Concern Over B.I.F. Action: Danger of Second Home Show

THE first post-war Furniture Trade Exhibition covered a stand area of 257,718 sq. ft., of which 140,666 sq. ft. was occupied by members of the London and South Eastern Furniture Manufacturers' Association, says the report of the Association which will be presented to the annual general meeting of the Association on April 18.

The report says that there is not the slightest doubt that the overwhelming view of members of the L.F.M. is that one national furniture trade exhibition is more than enough, and there are strong arguments to the effect that a number of regional exhibitions would prove disadvantageous to the industry as a whole. The fact must not be overlooked that most members of the L.F.M. are suppliers of furniture nationally and have therefore a special interest in furniture trade exhibitions whether they are national or regional.

B.I.F. Override B.F.M.

With regard to the British Industries Fair the report says that since the war the B.I.F. furniture section has been organised for export and the B.F.M. has been consulted with regard to the firms desiring to exhibit to give its opinion as to their export potential.

A decision this year by the B.I.F. organisers to override the B.F.M. advice with regard to this year's B.I.F. and to permit some firms to exhibit although the B.F.M. were not satisfied regarding their export potential has given rise to concern about the possibility of the B.I.F. furniture section expanding and becoming a second home trade show.

This means that the B.F.M. will have to take under consideration its whole policy with regard to the furniture section of the B.I.F. for 1951, having regard to its policy directed towards preventing a number of home trade furniture exhibitions.

"It is appropriate whilst dealing with the question of exhibitions to refer to the national Press comment during the B.F.M. exhibition, most of which was severely critical of the design of much of the furniture shown," says the report.

"It is not your Council's intention to enter in this report into a controversy over the merits or demerits of the trend in furniture design to-day but your Council felt that the criticism was in general out of touch with reality and ignored the predominant part played in furniture design by public demand.

"The loss which manufacturers can sustain in an effort to educate the public to buy what the experts regard as good design is necessarily very limited and the vast bulk of furniture produced must represent a response to public demand as evinced in their choice of furniture already on the market and their expressions of views as interpreted by distributors."

With regard to disputes during the year the report says that the total number was 45, of which 31 were settled at secretaries' conferences, 10 were settled at local conferences, three were referred to the J.I.C., and are still outstanding, and one is still outstanding locally.

Bearing in mind that the L.F.M. membership is 486, a total of 45 disputes during the year cannot be looked upon as high. It is gratifying that of these 45 disputes dealt with, 41 were settled locally, and it was only necessary to evoke the J.I.C. machinery for three of them, whilst two are outstanding at the time this report went to print. Of the 45 disputes, 32 related to upholsterers and 13 to cabinetmakers. The significance of this is greater when one realises that upholsterers represent a minority of the L.F.M. membership.

Colour Dictionary for Retailers and Makers

WHAT is French Grey? Easy identification of this and 500 other colours is made possible with the help of a new work published by the British Colour Council which will be of interest to all who buy and sell home furnishings and materials used in interior decoration.

THE Dictionary of Colours for Interior Decoration, in three volumes, illustrates and indexes 378 colours.

Volumes 1 and 2 contain the colour charts, in loose leaf form, illustrating colour on three surfaces, gloss, matt and on pile fabric, to enable designers and producers of the materials used in interior decoration to visualise the colours in any finish.

Volume 3 contains an index of over 500 names, cross-referenced with the 378 colours illustrated in Volumes 1 and 2, with useful information concerning the terms used in relation to colour and colour matching.

The price of the complete publication, obtainable from the British Colour Council, is 12 guineas to purchasers in the United Kingdom.

It is hoped that all big stores will use the Dictionary in advising customers on colour schemes for furnishing their homes.

4 Councils Shelve Trading Plans

FURNISHERS in Stockton-on-Tees have unanimously rejected a proposal made by the Town Council that they should operate a scheme to give preferential hire purchase terms to the Council tenants for the supply of furniture.

IMMEDIATELY the Town Council's proposal was brought to the attention of the National Association of Retail Furnishers, members and non-members alike were circularised and advised that there was no good reason to justify an arrangement for Council tenants to purchase furniture on specially favourable hire purchase terms, which are regulated by Board of Trade Order.

All the furnishers in the town decided to have nothing to do with such a proposition, taking the view that they should treat their customers on equal terms and without discrimination.

Edmonton Borough Council has decided not to proceed further with a similar scheme.

It has also been learned that the plan announced by the Kensington Borough Council to lend money to its tenants to buy furniture has not brought a single application.

Marylebone Borough Council have decided that as there has been no demand they would not adopt a scheme for providing furniture for tenants of their housing estate, to be paid by hire purchase instalments included in the rent.

LATE NEWS PAGE

Scope of Census of Production

THE scope of the Census of Production for 1950 and the information to be obtained have now been settled after consultation with the Census of Production Advisory Committee. The statutory form of return will contain sections relating to (1) Working proprietors; (2) Employment; (3) Wages and salaries, etc.; (4) Materials and fuel puprchased; (5) Work given out; (6) Stocks at the beginning and end of year; (7) Output and merchanted goods sold; and (8) Analysis of sales. The first five of the sections will be broadly as for 1949, except that for wages no quarterly figures but only the year's total will be required.

An important change in the question for 1950 from those in previous Censuses is that firms will be asked to give the total value of sales and of stocks of merchanted goods.

In the output section firms will also be asked to state separately the total value of sales of their own manufactures, and the total payment received for work done.

A voluntary enquiry into capital expenditure is being undertaken by the Board of Trade and other departments among a sample of industrial firms and it has been decided that, if this enquiry meets with a satisfactory response, no questions about capital expenditure need be included in the Census of Production for 1950.

Education for Apprentices

WHEN asked in the House if he would increase the number of instructional classes available during the day-time for apprentices in the furniture industry, the Minister of Education replied that improved facilities were being discussed between his department and the Furniture Development Council, "who are, of course, in close touch with the industry."

Correction

IN a letter from Mr. D. W. Edwards, secretary of N.A.R.F., last week, a line of the typescript was omitted, giving a rather unfortunate impression. The sentence should have read: "Incidentally, many retailers do not take full advantage of the maximum 20 per cent service charge permitted by the Order. Thus there is not the slightest possibility of a 'furniture racket.'"

Small Firms Are 48 p.c. of Furniture Industry

B.o.T. Give B.F.M. The Figures

ONE session of the 1950 B.F.M. Convention is to be devoted to a discussion of the relative advantages and disadvantages of large and small production units in the furniture industry.

The Standing Committee on Economics and Statistics has recently been supplied by the Statistics Department of the Board of Trade, with an analysis of K.S. returns for the period October-December, 1949. Although these figures relate to Utility furniture production only, they serve to give the first picture of the size-distribution of furniture manufacturing firms since that provided by the Census of Production, 1938, which, of course, related to furniture production generally.

In one particular, the Board's analysis makes an important new contribution to knowledge of the industry, by indicating the relative order of significance of the very small firms—employing up to 10 workers—which have never been covered by the Census of Production.

Taking all classes of furniture production in Great Britain, the total number of such firms in the quarter concerned was 942, representing 48 per cent of the grand total of firms, which was 1,962. These very small firms employed 7 per cent of the total labour recorded in the returns and accounted for over 6 per cent of the value of total sales.

At the other end of the scale, 40 firms employing 200 workers or more, representing 2 per cent of the total number of firms, employed 25 per cent of the total labour force and were responsible for 26.5 per per cent of total sales.

. . . and Situation Will Be Discussed at Convention

THE subjects to be discussed at the four business sessions of the Furniture Convention have now been approved by the General Council of the B.F.M. They are:—

First Business Session—May 24
(10.30 a.m. to 12.45 p.m.)

"Furniture Trade Exhibitions and their Future." In the Chair: B.F.M. President. Subject to be introduced by Brigadier A. L. W. Newth, C.B.E., D.S.O., M.C., T.D., Chairman of B.F.M. Exhibitions, Ltd.

Second Business Session—May 25
(10.0 a.m. to 12.45 p.m.)

"The Advantages or Disadvantages of Large and Small Production Units." In the Chair: B.F.M. Vice-President. Subject to be introduced by Mr. A. Godfrey, Secretary of the London and South Eastern Furniture Manufacturers' Association.

Third Business Session—May 26
(2.30 to 4.30 p.m.)

"Furniture Design and Public Demand." In the Chair: B.F.M. Chairman. Subject to be introduced by a representative of the Council of Industrial Design and the B.F.M. Treasurer.

Final Business Session—May 26
(10.0 a.m. to 12 noon)

Open Forum. Members free to speak on any topic. In the Chair: B.F.M. Vice-Chairman.

Details will be given in a later issue of the principal guests and of the entertainments planned.

BEDDING
BY
Burgess
TRADE B MARK
MANCHESTER · 4

Boy Furniture Worker Wins Case Against Shop Steward

Unusual Irish Court Case

THE behaviour of employees in the furniture factory of J.P.W., Ltd., of Travers Street, Cork, was a feature in an appeal in the High Court of the Republic of Ireland, on Circuit in Cork, recently, when Patrick Francis Cashman, a minor, was the respondent.

HE had brought an action in the Circuit Court against Michael McMullen and William Ramsell, two officials of the Cork branch of the National Union of Furniture Trade Operatives, and against John Browne, a Union member and an employee of J.P.W., Ltd., who was shop steward.

Cashman had claimed £300 damages for wrongfully procuring his dismissal from his employment with J.P.W., Ltd. The Circuit Court Judge had dismissed the claim against the two union officials, but against Browne he had awarded £36, and Browne now appealed.

The facts were that the union members employed by J.P.W., Ltd., had objected to the employment of the apprentice, Cashman, who was not a member of the union and not the son of a journeyman. The objection was on the ground of a rule prescribing preference for sons of journeymen.

The matter had been referred to the union, which had decided not to take action, but Browne had given the factory manager an ultimatum to dismiss the boy, failing which the members employed there would strike.

Mr. Justice Martin Maguire, deciding the appeal, increased the damages against Browne to £150.

He said that though the trade union officials had decided not to take any action pending instructions from their headquarters, the employees at the factory had decided to have the boy dismissed.

He described Browne's ultimatum as a very high-handed action. It was quite clear, he said, that the boy's dismissal had been wrongfully procured by Browne, and as a result the boy's whole life had been interfered with. He had not been able to get employment since.

There had been a very serious interference with the right of a citizen to work.

Mr. Justice Martin Maguire agreed that the Circuit Court Judge had been right in dismissing the action against McMullen and Ramsell because there had been no evidence against these two responsible officials of the trade union.

"Mr. Browne," continued the Judge, "appears to have acted entirely on his own and after the trade union had turned down the suggestion that the boy should not be allowed to continue in his employment.

"If I thought Mr. Browne was in a position to pay substantial damages I would certainly mark my disapproval of his action by giving the maximum allowed by the Circuit Court jurisdiction.

"I cannot imagine anything more serious than the interference in this boy's life. As it is I will give a decree for £150 damages with costs against Mr. Browne."

Furnishing sales figures of the City of Bradford Co-operative Society, Ltd., totalled £143,486 for the past twelve months.

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SEMI-ARM CHAIR

Stockroom Dates

ARGYLE Chair Works (Scotland), Ltd., 77-83, Colvend Street, Glasgow, S.E., will hold stockrooms at the Cockburn Hotel, Cockburn Street, Edinburgh, from April 11-14, and at the Royal British Hotel, High Street, Dundee, from April 18-20.

At both of these stockrooms, the firm will show their latest designs of bedroom suites, beds, tables, bedcabinets, chests of drawers and occasional furniture. Among the special features will be the "Argyle" automatic gate-leg table, vanity and secret compartments in dressing chests, and a modern headboard divan bed with bedside cabinets.

* * *

BLUESTONE & ELVIN, LTD., of Walthamstow, London, E.17, will be exhibiting their latest designs in oak and walnut bedroom suites at the Royal Turks Head Hotel (No. 12 Stockroom), Grey Street, Newcastle-on-Tyne, from April 24-28. Mr. T. W. Haw and Mr. W. S. Mann will be in attendance.

* * *

D. M. DAVIES of Slough, and Sheer Metalcraft of Weybridge will show the new "Homeworthy" bedroom suites and "Fitrobe" cabinets as well as a range of "Sheer Pride" kitchen cabinets at an exhibition at the Grosvenor Hotel, Manchester, from April 17-21. Mr. Edward Harvey will be in attendance.

* * *

M. MORRIS CABINET MAKERS, LTD., Waterden Road, London, E.15, will hold a stockroom at the Queen's Hotel (Albert Road), Manchester, from April 17-21, and at Leeds Church Institute, Albion Place, Leeds, from April 24-28.

At both these stockrooms, new designs in walnut bedroom furniture will be shown.

* * *

THE Vernons Sales Division of Vernons Industries, Ltd., makers of "House Proud" kitchen furniture and sink units have organised a country-wide programme of stockrooms at the leading centres beginning April 17.

An entirely new "House Proud" Utility range will be presented to the trade together with new versions of stainless steel top sink units, with which will be introduced the convenient "bucket filling" taps.

In addition there will be shown an entirely new Utility "Easiwork" model—this being the first post-war kitchen cabinet of all-wood construction by this company now in association with Vernons.

Golf Matches for F.T.B.A.

IT has been decided to hold the tenth annual golf competition for members of the Liverpool furniture trade and their friends, in aid of the F.T.B.A., on the links of the Southport and Ainsdale Golf Club on Wednesday, May 3.

As in previous years, the competition will be played under the Stapleford system of scoring. Competitors will be put into two classifications, (a) those with handicap 1-12, and (b) those with handicap 13-24.

The Harrison and Wolfson Cup will again be competed for by teams representing Lancashire and Yorkshire players. The hon. golf secretary for this competition is Mr. A. Wright, 10, Harrison Drive, Liverpool, 20, phone Aintree 2431.

The annual competition for furniture trade players in Preston and district will be held on Wednesday, June 21, at the Fairhaven Golf Club, Lytham St. Annes. There will be a series of team events by groups of players representing Preston and district, Manchester and district, Liverpool and district, Bolton and district, Wigan and district, and Lancaster and district.

Mr. R. F. Hardiman, 405, Liverpool Road, Birkdale, Southport (Phone Ainsdale 7417) is undertaking the duties of hon. golf secretary.

Death of Burslem Furnisher

THE death took place on Saturday last of Mr. J. Podmore, a well-known furniture dealer, of Newcastle Street, Burslem. He was 72.

Mr. Podmore owned two shops in Burslem and had been in the business for more than 50 years.

Recently, his son has managed one of his shops.

Woburn Cabinet Co. Ltd.

IN the Companies Court last week, Justice Harman had before him a petition by Sonkin Timber, Ltd., of Hackney Road, London, for the compulsory winding-up of Woburn Cabinet Co., Ltd.

Counsel said this was a creditor's petition for £995.

There was no opposition.

An order was made for the compulsory winding-up of the company.

On April 7, we reported the rebuilding of the Westbourne Grove, London, branch by Mills Furnishers, Ltd. We are now informed that the branch is being rebuilt by Mr. M. Mills, proprietor, and not by Mills Furnishers.

Wm. McIlroy Directors In Dispute: Lindsay Fynn Replies

"WITH the exception of the year ended January, 1949, when the comparable figure was approximately £17,000, after writing off a special non-recurring loss of £55,000, this is the worst result in ten years despite the new stocks, the increase in sales which has been continuous during my chairmanship, the additional stores, and the additional £190,000 capital," writes Mr. B. M. Lindsay Fynn, chairman of William McIlroy, in a communication to shareholders in which he replies point by point to the criticism by the other members of the Board.

Mr. Fynn states that the report and accounts for the year just concluded are not expected to be ready in time for the extraordinary general meeting on April 24.

According to preliminary information however, net trading profits for the year before taxation, he states, are likely to be about £50,000.

From that figure will have to be deducted between £15,000 and £20,000 in respect of deferred repairs over and above sums previously reserved under that heading, leaving about £30,000 subject to tax.

Mr. Fynn has previously pointed out that he is chairman of a company which is the largest shareholder. In his latest statement he says: "It is not my intention to use my position to influence the decision of that company's Board as to how its votes shall be used in relation to the present dispute. At the outset, I made it clear to the directors of that company that they must make their own decision entirely independently."

The meeting on April 24 will have before it two opposing sets of resolutions, one side seeking to remove Mr. and Mrs. Lindsay Fynn from the Board, and the other, the removal of Mr. B. S. Kyle, managing director, and Mr. H. Johnson.

"Benevolent" Stays In F.T.B.A. Name

A GENERAL meeting of members of the F.T.B.A. was held recently for the purpose of considering the necessity or otherwise of amending the rules and regulations in order to preserve the benefit of exemption from liability to income tax, which the association has enjoyed during past years as a charitable organisation.

The president, the Rt. Hon. Sir Walter Womersley, Bart., P.C., J.P., presided.

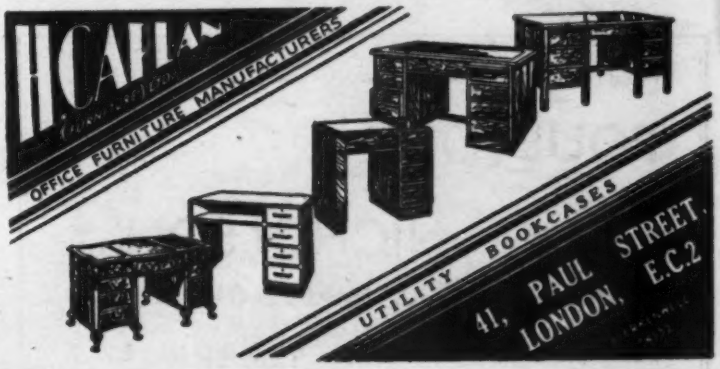
Counsel's opinion had been taken on the matter and this was read to the meeting. In this, counsel stated that it was quite unnecessary to change the name of the association by deleting the word "benevolent" from the title.

He further expressed the opinion that the terms of the proposed resolution as set out in the notice of the general meeting should be amended to read:—

"That the word 'benevolent' occurring in paragraph 1 and the words 'benevolent or' in paragraph 5 of the rules and regulations of the association be deleted."

This was agreed by the meeting and on the proposal of Mr. S. W. C. Clapp, seconded by Mr. W. C. Catesby, the resolution to amend the rules accordingly was carried unanimously.

Sunderland Co-operative Society, Ltd., have opened a new large furniture showroom at their central store in Green Street.



ACCRINGTON. Plans for the structural alterations of the Partridge Hotel, Baxenden, for J. E. Threlfall, have been approved.

BINGLEY. Extensions to cost £40,000, are proposed at St. John's Hospital by Hospital Board, Fell Lane, Keighley.

£300,000
FOR ORPHANS' HOMES

BIRCHINGTON. A contract has been placed at Birchington, Kent, for the erection of the first section of large homes for Spurgeon's Orphanage. The total cost of the Birchington scheme is £300,000.

BOLDON. Durham C.C. is to build an old people's hostel at Boldon to plans by the County Architect, Court Lane, Durham.

CARDIFF. Institute for the Blind, Longcross Street, Cardiff, are to acquire a block of offices, workshops and flats.

CHESHIRE. C.C. proposals include a clinic at Neston Ambulance Depot, Crewe, extensions for sick bay at main hall building of Wrenbury Hall, and three new hostels. The County Architect is E. M. Parkes.

CHESTER. The T.C. proposes a community centre at Lache Estate, and is recommended to apply for permission of the M.E. to obtain tenders.

DARTFORD. Plans submitted: Rebuilding east wing and reinstatement of chapel at St. Vincent's School, Temple Hill, for Southwark Catholic Rescue Society; plans by G. E. Burgess, 21, High Street, Dartford, Kent. Alterations, additions, Bull and George Hotel, High Street, for Dartford Brewery Co., Ltd.; plans by L. M. Gotch and Partners, architects, 2, Bunhill Row, London, E.C.1.

DUDLEY (Worcs.). Dudley Training College Council: Erection of extension to Lingwood Hostel, St. James's Road, Dudley. H. W. C. Eisel, secretary, Education Offices, 3, St. James's Road, Dudley.

DUNDEE. Hospital Board propose nurses' training school. The architects are Johnston and Baxter, Meadowside, Dundee.

ECCLES. The B.C. proposes municipal offices at Church Street, and is seeking authority to carry out the scheme in instalments.

GLASGOW. Extensions to the Royal Technical College, Glasgow, are proposed by the Governors. The cost is expected to be £40,000.

GLOUCESTER. Among the proposals put forward by the South-Western Regional Hospital Board is the provision of a home for 97 nurses at the City General Hospital.

GOSFORTH (Northumberland). Town planning permission is being sought by Gosforth Ice Skating Co. for a proposed ice rink on the Great North Road, north of the Ouseburn.

GUILDFORD. Plans submitted: Alterations and additions to form restaurant, and alterations to County Club at 144-144b, High Street. Four blocks of nurses' and domestic quarters at St. Luke's Hospital, Warren Road.

HAVANT. An hotel is proposed by Hotels, Ltd., 81, London Road, Waterlooville, Hants, on Hayling Island. Cost: £25,000.

36 STAFF HOUSES

MANCHESTER. Tenders have been invited by Manchester Regional Hospital Board for erection of 20 staff houses at Brockhall Hospital, Langho. Architect, Manchester Regional Hospital Board, Sunlight House, Quay Street, Manchester, 3; erection of 16 staff houses at Calderstones Hospital, near Whalley.

HULL. Rebuilding of three ward blocks at Kingston General Hospital is proposed by Leeds Regional Hospital Board, 29-31, Eastgate, Leeds.

Hull Group Hospital Management Committee are requesting the Hull Corporation Planning Committee to grant permission for the reconstruction of the Wilson Wing of the Hull Royal Infimary. The T.C. Health Committee proposes a clinic at Council Avenue.

Hull Planning Committee is to discuss with Samuel Smith, Ltd., Tadcaster, their proposal for the erection of an hotel at west side of Ferensway.

Hull Welfare Committee has approved for submission to M.H. preliminary plans for adaptations at Wilton House, Holderness Road, to provide aged persons' home.

LANCASHIRE. Two children's homes are proposed by the C.C. at Middleton, to plans by County Architect, G. Noel Hill.

LONDON (Bermondsey). Temporary licensed premises, Star Windmill public house, 216, Bermondsey Street, for Truman, Hanbury, Buxton and Co., Ltd.

LONDON (Poplar). Architect for the war damage repairs to the Grand Palace Cinema, E., is R. Cromie, 10, Manchester Square, London, W.1.

LONDON (Westminster). Demolition work on the old Westminster Hospital has been begun by Demolition and Construction Co., Ltd., 3, St. James's Street, London, S.W.1. This is the site on which the Government will erect the new eight-storey Colonial Office, for which plans were prepared by T. S. Tait, F.R.I.B.A., of Sir John Burnett, Tait and Partners, 10, Bedford Square, London, W.C.1.

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Can Designers of Hand-Made Furniture Play Bigger Part in Machine-Made Goods?

"IT is a remarkable commentary on these times that many of the visitors here have had something to say about the similarity between this furniture and that produced in the Scandinavian countries," said a spokesman of the Rural Industries Bureau which, on April 4 opened an exhibition of hand-made furniture at the Victoria and Albert Museum, London.

CONSIDERABLE interest has been aroused among British furniture designers by the Danish manufacturer who was quoted in the March 31 issue of the *World* ("Danish Furniture Design") as claiming that they [the British] worked for the machines, instead of designing first and adapting, with the manufacturers, for large-scale production.

He went on to say that, "The result seems to me to be that you are bringing your designs down to the machines instead of trying to bring the machines up to the level of good designs.

"Machines have obvious limitations, but if you want to maintain a high standard, the designer must always regard them as his tools and never allow the position to be reversed."

It was because of this highly controversial point of view that the *World* Features Editor visited the exhibition sponsored by the Rural Industries Bureau which has played an important part in influencing Scandinavian furniture design.

The Bureau have for many years striven to keep alive the spirit of traditional English craftsmanship in this country. They have provided a series of designs from which these craftsmen could work, and this exhibition was the culmination of a special competition which had been planned to arouse more interest for design among the makers of hand-made furniture.

In this first instance, the designs were provided by the Bureau and the entries were judged principally on fine workmanship by an independent panel of craftsmen.

"There is no doubt," said the Bureau's spokesman, discussing the *World* article, "that the Danish factory-made furniture is nearer in finish and design to its hand-made opposite than is achieved in this country.

"The Danish critic was quite right in pointing to the sharp dividing curtain which exists over here between the two sides of the furniture industry.

"None of the designers who work for us, to my knowledge, has any connection with mass-produced furniture designs. And yet a glance around this exhibition will show that they have produced some first-rate designs which would quite easily lend themselves to mass production."

LATE CITY NEWS

AN extraordinary general meeting of **Greaves & Thomas** has been called for April 24 to consider the issue of a one-for-two capital bonus.

A consolidated trading profit to January 31, after interest and all expenses, of £305,012 (£308,389) has been announced by the **House of Fraser.** Other figures include: to taxation, £177,946 (£171,967). Net profit, wholly attributable to members, £127,066 (£136,422).

To general reserve £25,000 (same), additional provision for tax £10,000 (nil). Final dividend on Ordinary of 30 per cent (same), making 50 per cent (same). Dividends on Preference and Ordinary absorb £77,440 (same).

A final dividend of 9 per cent has been declared by **Footman Pretty,** house furnishers of Ipswich. This is the same as for a corresponding period in the previous year.

THESE PICTURES were taken at the Rural Industries Bureau's exhibition. Above, the sideboard (centre) which won the competition; below, a general view of the furniture on show.

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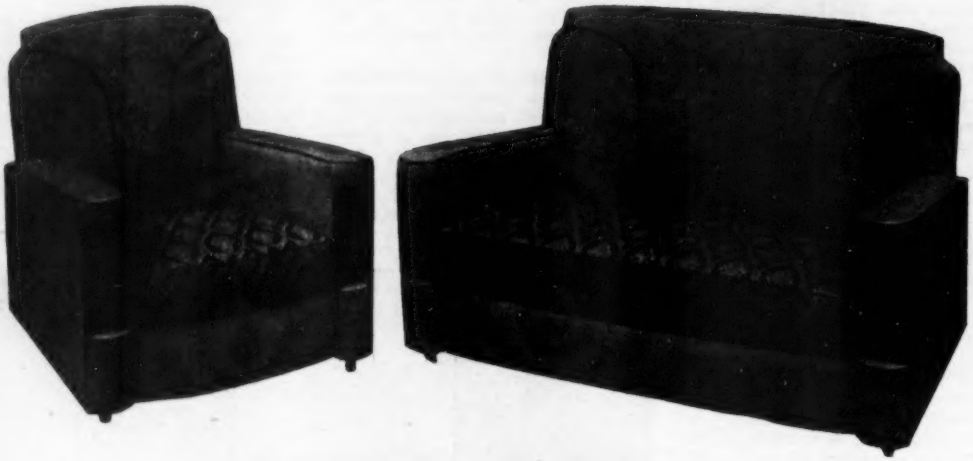

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The Gazette

THE BANKRUPTCY ACTS 1914 and 1926

INTENDED DIVIDENDS

Joseph Alfred **Helliwell**, "Cornerways," Hackney Road, Darley Vale, Derby, formerly "Newholme," Calver Road, Baslow, Derby, chair manufacturer. No. 49 of 1933. Claims, April 14, to Fred Carter Ormerod, 20, Byrom Street, Manchester, 3, Official Receiver.

Robert **Lee**, 69, Devon Street, Barrow-in-Furness, formerly trading at 78a, Market Street, Dalton-in-Furness, retail furniture dealer. No. 2 of 1948. Claims, April 18, to Walter Vale, 107, Duke Street, Barrow-in-Furness.

Thomas Hall **Ainslie**, Empire Buildings, High Street West, Sunderland, Durham, house furnisher, etc. No. 7 of 1925. Claims, April 21, to Arthur Kenneth Ferguson, Gibb Chambers, 54, Westgate Road, Newcastle upon Tyne, 1, Official Receiver.

NOTICE OF DIVIDEND

William George Cuthbert **Gendry**, 35, Rando'ph Crescent, Maida Vale, London, W.9, lately carrying on business at 25 and 26, Savile Row, London, W., antique furniture dealer. No. 1676 of 1922. Twenty-first and final of 1s. 3d. in the £, payable April 24 at Bankruptcy Buildings, Carey Street, London, W.C.2.

COMPANIES WINDING-UP

Mills (Furnishers), Ltd., registered office, Astoria House, Finsbury Park (Seven Sisters Road), London, N.4, manufacturers of and dealers in furniture.

At the first meeting of creditors no statement of affairs was lodged, but according to Mr. Murray Mills, a director, liabilities including debenture claims amounted to approximately £34,150, of which £7,000 was due to trade creditors; rent, £3,400; deposits on furniture not delivered, £2,000; amount due for business taken over, £2,600; and loans of about £20,000. Assets totalled £3,750, from which had to be deducted £1,900 due to debenture holders. In addition there were instalments due under hire-purchase agreements amounting to £7,500.

The company was formed in October, 1946, with a nominal capital of £10,000, which was increased in October, 1948, to £50,000, and of that amount £4,223 had been issued. The registered offices were at 32, Green Lanes, Palmers Green, until October, 1948, when it was changed to Astoria House, Finsbury Park, N.4. The company carried on business at both these addresses, and also from 101-111, Green Lanes, Palmers Green; 34, Westbourne Grove, W.; 136, High Street, Harlesden; 404, Mare Street, Hackney, E.8; and 27, London Road, Enfield, all of which, with the exception of Astoria House, were lock-up shops and were occupied by the company as tenant of will of Mr. Mills, who was the holder of the leases, the company paying the rents direct to the landlords. Mills had stated that the rents were in arrear to the extent of about £3,400.

On November 19, 1948, the company obtained a lease for 21 years from September, 1948, of a ground floor shop and basement at 216, Kensington High Street, London, W., at a rental of £700, exclusive of rates.

The company appeared to have had difficulty in meeting its liabilities early in 1948, and in May of that year a petition for winding-up was presented by a creditor. That liability and some others had, according to Mills, been paid out of the proceeds of the sale of one of his properties. In July, 1948, the company created a series of debentures for £10,000, constituting a floating charge over the company's properties and assets, but these were never issued. Mr. Mills had said that he persuaded another to lend the company £3,000, for which a debenture was issued for that amount. In November, 1948, he agreed to release from the charge amounts due under H.-P. agreements in consideration for which the company paid him £300, reducing the amount of the debenture to £2,700.

The company apparently sought the release of hire-purchase instalments from charges under the debenture in order that they could be discounted. Agreements were accordingly made with two finance companies for a number of H.-P. agreements to be discounted and the instalments due were being paid direct to those companies. Mr. Mills contended that a considerable number of H.-P. agreements were not discounted and that between £7,000 and £8,000 remained to be collected.

In July, 1949, the company decided to manufacture its own furniture, and for that purpose £5,000 was spent in altering and equipping part of the premises at Astoria House as a workshop, but at the date of the winding-up order it had not developed into a profit-earning unit.

The Assistant Official Receiver said the information available was not complete and there was a lot of investigation to be done. It was, in his opinion, a most unsatisfactory case where the company's affairs had become very complicated.

A resolution was passed for the appointment of Mr. Harris Rainsbury, accountant, 23-26, Broad Street Avenue, London, E.C.2, as liquidator.

CITY NEWS—PAGE 68

VOLUNTARY LIQUIDATION

Gainsborough (House Furnishers) Ltd., 139, High Street, Lowestoft.

Pursuant to Section 293 of the Companies Act, 1948, a meeting of creditors was held recently, when statement of affairs showed liabilities of £2,988. Net assets were £1,402, a deficiency of £1,586.

It was reported that the business was commenced in April, 1948, and was converted into a limited company in November, 1948, the issued capital amounting to £500. Draft accounts for the year ended November, 1949, showed a loss of about £900.

A resolution was passed confirming the voluntary liquidation of the company with Mr. Freeman, of Barnes Freeman & Co., Lowestoft, and Mr. K. R. Stone, of Saphir & Co., 11, Grosvenor Street, London, W.1, as joint liquidators.

The following are creditors:—

Alstons (Long Melford), Ltd., £67; Burton, D., £35; Betterbed Co., £33; Bettercraft (Furniture), Ltd., £45; Barnes, Freeman & Co., £52; Cutler & Co., E., £26; Cartwright & Sons, Ltd., B., £36; Curlwood, Ltd., £35; Fordux Mills (1947), Ltd., £47; Finkelstein & Sons (Kingsland), Ltd., £117; Graham Furniture Products, £35; Hunt & Co. (High Wycombe), Ltd., J. H., £45; Hoskins & Sewell, Ltd., £27; Harris Lebus, Ltd., £87; Hermann, Ltd., H., £72; Jay Brown Supply Co., £30; Jentique, Ltd., £168; Joynson Holland & Co., £63; Lea Bridge Industries, Ltd., £58; Leech (Carshalton), Ltd., £29; Marco Upholstery, Ltd., £44; Mayfair Cocktail Cabinets, £35; Nathan, Ltd., B. & I., £30; Price Bros. & Co., Ltd., £67; Rose, Philip, Ltd., £60; Rufus Furniture Co., Ltd., £21; Schwartz, Ltd., £25; Squibbs, £22; Spiralynx, Ltd., £35; Scully, Ltd., £33; Stonehill Furniture Co., Ltd., £60; Turner (Cabinet Works), Ltd., £186; Wallace King, Ltd., £40; Waring, Ltd., £52; Walters, Ltd., F. D., £43; Woods, Ltd., P. & S., £31; Yallop, S., £97.

COUNTY COURT JUDGMENTS

The following information has been taken from the Registry of County Court Judgments, the Treasury, S.W.1. Publication does not imply inability to pay. Debts may have been paid, or may refer to disputed cases.

Rust, F. W. (male), 166, Frankwell, Shrewsbury, upholsterer. £27 2s. 6d. February 20.

Sturdy, T. E. (male), 21, Spring Hill Road, Scarborough, cabinet maker. £15 7s. 8d. March 7.

Brooke Bros. (B'ham), Ltd., R/O: 93, Waterloo Road, Smethwick, furnishers. £20 1s. March 2.

Bode, R. (male), 81, John Street, Workington, upholsterer. £31 14s. 3d. March 8.

Woburn Cabinet Co., Ltd., 55, Curtain Road, Gatesborough Street, London, E.C.2. £30 13s. 3. March 10.

Hughes, Eric Thomas, Westside, Perrymead, Bath, antique and furniture dealer. £15 18s. 6d. January 18.

Bartlett, C. (male) (trading as **Southport Furnishing Co.**), 4, Hill Street, Southport. £14 17s. March 7.

The . . .

Timber & General Mutual Accident Insurance Association, Limited

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FOUNDED IN THE YEAR 1916 TO FURTHER THE INTERESTS OF THE TIMBER AND ALLIED TRADES

SPECIAL ANNOUNCEMENT

The Directors have pleasure in announcing that the position disclosed by the Association's accounts for the ten months ending 31st October, 1949, enables the Directors to make to all Members a Return of

20%

of the Employers' Liability premiums paid for the insurance year ending in 1949.

In addition to the above, Members whose policies are renewed in 1950 will receive

15%

bonus calculated on the premium paid for the year 1949/50.

If you are not a Member, why not obtain details of our rates?

The affairs of the Association are directed by the following members of the Timber Trade:—

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E. P. TETSALL, Esq.,
(Wm. Brown & Co. [Ipswich], Ltd.)
Vice-Chairman

W. O. WOODWARD, Esq.
(Nottingham Mills Co., Ltd.)

J. STANLEY MEGGITT, Esq.
(Meggitt & Jones, Ltd.)

A. H. SHERRY, Esq.
(E. Sherry, Ltd.)

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The Furniture Bedding & Upholstery Manufacturer

VOL. 26, No. 317 April 14th, 1950

A PRACTICAL JOURNAL FOR THE FURNITURE AND WOODWORKING INDUSTRIES

U.S. Designers Bring In The Psychologists

1950 Furniture Styles Created for Different "Personality Groups"

PSYCHO-ANALYSIS may have been exhausted by Hollywood as a subject for its films, but as an aspect of American furniture design and salesmanship it is only just coming into its own.

ONE firm, the Stand-Built Upholstery Corporation of New York, has introduced "psychological styling," and so keen are they on the science which treats of the mind and human behaviour that, if they have their way, consumers will have to undergo psychological aptitude tests to ascertain the colours and styles best suited to meet the individual's requirements.

One of America's leading designers, Mr. Charles Stoll, who is attached to Stand-Built, has co-operated with psychologists in evolving his 1950 furniture designs, which, he claims, are "attuned to the personality characteristics of many behaviour groups, ranging from the conservative to the sublime." He makes no mention of the ridiculous.

Mr. Stoll told the *World's* U.S. correspondent that he was a student at the American Ethical Culture School of Design some 25 years before psychology became a household word, and he became aware of the individual designer's personality manifested in furniture sketches prepared during classroom work.

The staid student designer, for instance, evinced his personality through conservative styled blueprints for proposed furniture. Conversely, the carefree student showed his personality with free-flowing lines, curves and flares.

To eliminate much of the chance factor in furniture selection, and to avoid clashes with the personality of the user, Mr. Stoll's new and comprehensive line for 1950 has been created to meet varied personal mannerisms commonly found among consumers.

"I believe that if the individual is given a free hand in the selection of his furniture, with a bit of forethought to see that it is in keeping with his or her personality, a psychologist will not be required for consultation."

Mr. Stoll's 1950 lines are widely varied. His "Uninhibitive" settee is designed for the carefree person, and the styling and fabric combine to give it a massive appearance. The "Stimulant" settee is an exciting piece, fashioned in curves, lines and flares, for the æsthetic person with a desire for beauty. The overall contour resembles a question mark. Those with leanings towards the glamorous and dramatic in furniture styling are offered the "Sublimity" group, which is patterned in striped metallic fabric in combination with lime green yarn.

Moving Heavy Upholstery Made Easy By Invention

A SIMPLE Norwegian invention is the answer to the housewife's prayer for some means to shift heavy arm chairs with ease.

The Norwegian VIPP chair wheel which is patented in most countries, is no more than two small wheels which are brought into play by a slight backward tilting of the chair. It allows even a child to move the heaviest arm chair.

The mechanism consists of two wheel-arms enclosed in casings along which they can move freely. The casings are mounted on the inside of the chair frame, one on each side.

When the chair is tipped backwards, the wheels fall into position and the chair may be wheeled about.

By tilting the chair forward, the wheels are taken out of play.

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S. African Bedding Industry Crying Out for Materials

Short Time May Soon Be Worked

SERIOUS shortages are developing in the South African bedding industry, and by the middle of the year there is a likelihood that employees will have to be put on short time.

THE industry has been granted an immediate increase on all steel goods following the increase in the price of steel.

For fillings for mattresses the normal wadding is manufactured in South Africa, but two very important constituents are coir and sisal.

Both of these are obtainable in the sterling area, but since devaluation their prices have almost doubled as a result of the operation of the United States, Australia and Great Britain in these markets.

The dollar countries, in particular, have been able to operate on a very much larger scale and have driven prices very high, more especially in coir, for which the price has never been so severe as at present.

Coverings, tickings and damasks, which have been drawn mainly from Belgium, the United States and Great Britain make up the next item.

Before devaluation the industry had every prospect of obtaining inexpensive cloths because Belgian prices were extremely competitive and United States prices were showing a tendency to fall.

Now, however, there has been an automatic increase in these countries following devaluation and a further increase as a result of the rise in the price of raw cotton. English prices have also risen.

In this line a shortage can be expected because what the industry will be able to draw from the non-sterling area will be slight and the quantity available from Britain has not been comparable with that obtained from the non-sterling area.

Shortage of raw feathers will affect the production of pillows. Feathers are normally bought in South Africa, but the supply of poultry has decreased.

"Picture Woods" Not Recognised By U.S. Mahogany Group

MOST controversial topic being discussed by the American woodworking industry at present, writes "World's" correspondent, is the refusal of the U.S. Mahogany Association to issue official labels for use on cabinets on which "picture wood" (or photographic veneer) has been applied.

THE Association has stated that it would consider it a violation of the penalty contract under which these labels are issued if the labels are applied to cabinets of this character.

It argues that the cabinet does not qualify as genuine mahogany if all exposed structural parts and plywood faces are of mahogany, while over the top or fronts highly figured "picture wood" is added.

According to the U.S. Mahogany Association, "The proponents of this practice contend that the cabinet complies with the rules for naming wood furniture as laid down by the Federal Trade Commission if all exterior wood surfaces are mahogany and the "picture wood" is only a finish.

"It is true that the rules established in 1925 do not specifically cover this practice as it was not considered at the time the rules were made. However, it is obvious that such a product is capable of decention.

"The 'picture wood' surface is a photographic reproduction of a beautiful mahogany crotch or swirl. The average person would accept the picture as the real thing without question, especially if it were labelled all 'mahogany'."

The association continues: "This process is simply a modern improvement of the rubber roll or hand graining that was in vogue in the earlier days of the present century. Being a photographic process, it is a big improvement in appearance over the most skilful work of the hand-graining artist. It is an exact reproduction of a beautiful mahogany panel."

When Managers Must Be Employees

"COSTING has now become the principal tool of management, and is rapidly taking its place as an indispensable tool; it is, therefore, of the greatest importance that those engaged in industry should know not only what it will do, but also how to use it."

This is one of the introductory paragraphs to a new book, "Costing and Management," by M. Gilbert Frost (published by The Winchester Library at 5s.), which should be read by all concerned with the smoother and more productive running of the furniture factory.

The author emphasises that it is essential that the costing system which is adopted should be tailor-made for the organisation.

Some useful advice is given in the chapter, "Essentials of Good Management." It is stressed that a good manager should remember that he is acting as an employee when doing the many other jobs necessary in a small firm, such as seeing a customer, holding technical discussions in the works, allocating work to his departmental clerks, or conducting the ordinary correspondence of the business.

The impact of the manager—as manager—on the firm as a whole, it is pointed out, must be diametrically different from his impact as employee.

As employee, he must set an example of hard work, industry, co-operation, and knowledge. He must be constantly before his fellow employees, and must never let his presence be forgotten.

As manager, his presence should never be obvious, unless things go wrong. The less his actions are noticed by others, the better he is doing his job. Only when crises occur, writes the author, should he, as manager, become prominent, and then only long enough to make the necessary decisions that will rectify the trouble.

The chapter ends with this paragraph, which should be copied out and handed to newly-promoted managers throughout the furniture industry: "As employee, the dual-function manager can achieve some measure of popularity. As manager, he is concerned only with respect."

Wolf Electric in Canada

WOLF ELECTRIC TOOLS, LTD., announce the opening of a Canadian branch at 2271, Bloor Street, Toronto, 9. Stocks of "Wolf" tools, accessories and spare parts are available for immediate delivery.

New Trends in Office Furniture Are Big B.I.F. Feature

Analysis of 1950 Designs

SOME very interesting new trends are developing in the design of office furniture, and plans are going ahead to stage an outstanding display — jointly organised by the Offices Appliance Trades Association and the B.I.F. authorities—at the B.I.F. this year, where office equipment will take up some 25,000 square feet, the whole of the Empire Hall annexe at Olympia, London.

BECAUSE of the restrictions, metal is far more widely used in the construction of office furniture to-day, and the increasing output of the steel industry is expected to so benefit the trade that, in the near future, inadequately furnished offices are likely not only to reflect unfavourably on the efficiency of the firm which runs them, but also on their general reputation.

Recently, however, the production of hardwood pieces has been stepped up, and it is interesting to note that there has been a slight increase in the use of veneers.

Designs in wooden office furniture are much more traditional than where metal is the medium, but the trend towards a graceful appearance with rounded corners rather than the old sharp lines is a basic factor shared by both metal and wood.

Other points that the discerning visitor to the 1950 B.I.F. will note is the use of colours in place of the traditional black.

The furniture will be designed to stand up to office usage, to enable the removal of stains with a damp rag, and, above all, to suit the purpose for which it is made. Light shades which harmonise with the general office décor are more popular this year.

"Executive" Desks Smaller

Desks for the "executive" are becoming smaller, more practical. Designers are having to bear in mind that the executive plays a far more active part in his business than in pre-war days, and that he requires his own filing systems to hand for quick reference.

The mammoth desk which made it quite impossible for the person seated behind it to reach for objects near the edges have no longer any place in modern industry.

The use of sectional furniture in offices is also increasing, and this is particularly used by smaller firms who are building up their libraries, and their documents. For some time, metal bookcases have been fitted with adjustable shelves, but these are now making way for the unit-bookcase which is even more adaptable.

This metal "executive" desk will be shown by Chatwood, Ltd., at this year's 1950 B.I.F., where an outstanding display of office furniture is planned to take up some 25,000 square feet.

In this field are self-contained units which, though not made for attachment, are so standardised as to combine well together. The units which will be shown at the B.I.F. will measure 36 in. by 36 in. by 12 in., and will be made by James Howden & Co., of Glasgow.

A new "executive" desk which will be exhibited for the first time at the 1950 B.I.F. incorporates a fireproof drawer at each side, together with various others of sheet metal which give more than the usual security, and do away with the necessity of transferring valuable papers to the strongroom overnight.

This section of the industry has very definite ideas on good design, and this desk, like many of the other pieces which will be shown, has clean yet graceful lines with rounded corners. It may be obtained in various pastel shades to harmonise with the office fixtures.

Another design of particular interest will be a new accounting unit made on the same principle as a pedestal desk. The left-hand drawer is capable of taking a variety combination of drawers, and electrical conduits are bolted into this section for the rapid assembly and for concealed wiring.

A fixed table top is also fitted with an extending flap which may be operated by one hand from the chair. This flap automatically rises to the same height as the main table, and cannot be accidentally closed. On the right hand, the operator has another sliding top cabinet with a further variable drawer combination.

The sliding top is on ball bearing suspension, and will bring the ledger trays within easy reach. Made by Sankey Sheldon, Ltd., the cabinets of this unit are separated by a box-section channel which is equipped with a switch, a plug-socket, or a socket for a lamp standard.

Among the firms showing office furniture will be Leabank Chairs, Ltd., with their scientifically-designed office chairs for the executive; Owen & Randall, Ltd., with their multiple drawer personal cabinets made with varying drawer depths; Evertaut, Ltd., who will be featuring their stacking chairs; Dare-Inglis Products with their range of tubular steel furniture; Constructors, Ltd., showing steel partitioning, tables and cupboards.

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Phillips Furnishing To Issue Capital Bonus

A CAPITAL bonus of three non-voting 2s. "A" Ordinary shares for every four 2s. Ordinary units held on May 1 is proposed by the directors of **Phillips Furnishing Stores.**

Authorised capital is to be increased and the unissued capital sub-divided.

The new shares will rank for any final dividend to be declared in respect of the year ending August 19.

The directors state that they do not propose to distribute in any one year by way of dividend a sum appreciably greater than the amount distributed in respect of the year to August 19 last.

An extraordinary general meeting will be held on May 1.

R. Wylie Hill Make £117,000

CONSOLIDATED trading profit for the year to January 31 has been declared by **R. Wylie Hill & Co.** at £117,220 (£112,655), which, with other income of £1,985 (£1,757) is increased to £119,205 (£114,412).

After taxation £41,645 (£54,587), depreciation £2,293 (£1,824), directors' emoluments £7,900 (£10,658), combined profit £49,867 (£47,343), plus £11,189 (£7,787), brought in and tax overprovided £688 (£3,096), making available balance £61,744 (£58,226).

To pensions £4,000 (£1,000), contingency reserve £1,000 (£15,000), general reserve £15,000 (£10,000), repairs reserve £1,000 (nil), investment reserve £2,500 (nil), dividend 15 per cent £21,037 net (same), forward £17,206 of which £12,540 is attributable to parent company.

Slumberland Earn £10,000 More

THE group net profits for 1949, after charging taxation of £137,356 (122,661), for **Slumberland,** amount to £93,905 compared with £82,283 for the previous year which included profits of one subsidiary for 18 months and two subsidiaries for 10 months.

To final Ordinary dividend 25 per cent, making 40 per cent, £26,400 (same), Preference dividend 5½ per cent £4,537 (same).

Priest Marians Make Less

A NET profit for 1949 of £2,616 compared with £5,409, has been announced by **Priest Marians & Co., Ltd.** After charging all expenses, including tax and including balance brought in, available for distribution £7,453. Ordinary dividend 2½ per cent (5 per cent).

£232,000 Profit for Tayside

MANUFACTURING and trading profits to February 28 of **Tayside Floorcloth, Ltd.,** have been declared at £232,122 compared with £249,019 for the previous year.

To this should be added other income making £232,929 (£249,742).

Deduct depreciation £62,359 (£61,000), taxation £120,000 (£140,000), final dividend 10 per cent and bonus 5 per cent, making 20 per cent, £26,950 net (same), general reserve £20,000 (£15,000), forward £36,068 (£35,448).

The total directors' emoluments amounted to £6,844 (£6,285), current assets £879,077 (£795,301), against current liabilities and provisions £449,704 (£341,548).

Army and Navy Reduce Bonus

AN Ordinary dividend of 10 per cent is recommended by the directors of **Army and Navy Stores** for the year ended January 27 as before, but the bonus is reduced from 10 per cent to 7½ per cent.

Net profits are shown by the preliminary statement to have contracted from £277,460 to £162,474 last year.

Singleton Benda Profit

THE trading profit for 1949 of **Singleton Benda & Co., Ltd.,** is £59,934 (£56,808), which, with interest and fees £586 (£6,191), advances on consignments provision written back nil (£2,000), is brought up to £60,520 (£64,999).

Wright & Co. Make £35,000

TRADING profit for the year ended February 20 of £35,871 compared with £32,191 is declared by **Wright & Co.**

Co-op. Furnishing Sales Results

Folkestone Co-op.'s half-yearly report and balance sheet for the period ended January 7, 1950, shows that trade in the furnishing department amounted to £4,551, this being an increase of £383 over the corresponding period of a year ago.

* * *

Furnishing sales of £30,964 are reported by the **Gravesend Co-op.** for the half-year ended January 8, this being an increase of £815 over the corresponding period.

* * *

Furnishing trade at the **Crawley and District Co-op.'s** central premises amounted to £4,339 during the past half year, this being an increase of £452 over the corresponding period of a year ago.

* * *

The Rainham and District Co-op.'s half-yearly report states that furnishing department sales totalled £6,437, compared with £6,600 in the corresponding period.

* * *

The **Chatham Co-op.'s** half-yearly report and balance sheet for the period ended January 17, 1950, states that sales in the furnishing department amounted to £18,069, this being an increase of £2,098, or 13 per cent.

* * *

The Derby Co-op.'s quarterly report for the period ended December 31, 1949, states that furniture sales were £46,484 4s. 1½d.

* * *

Furnishing sales of £12,137 are shown in the half-yearly report of the **Newmarket Co-op.** compared with £13,011 in the corresponding period of a year ago.

* * *

Increases of Capital

Harry Epstein (Furniture), Ltd., 113, High Holborn, W.C.1.—Increased by £4,900 in £1 Ordinary shares, beyond the registered capital of £100.

T. B. & W. Cockayne, Ltd., Victoria House, 25, Fargate, Sheffield.—Increased by £50,610 in £1 five per cent Preference shares, beyond the registered capital of £120,000.

John Lyle & Company, Ltd., Carpet manufacturers, 10, Fordneuk Street, Mile End, Glasgow, S.E.—Increased by £20,000 in £1 Ordinary shares, beyond the registered capital of £75,000.

Gazette

County Court Judgments and Liquidations this week are on page 63.

The best in upholstery, travel goods, saddlery and the like owe much to Connolly craftsmanship. For it is the outstanding quality of Connolly leather that adds character wherever it is used.

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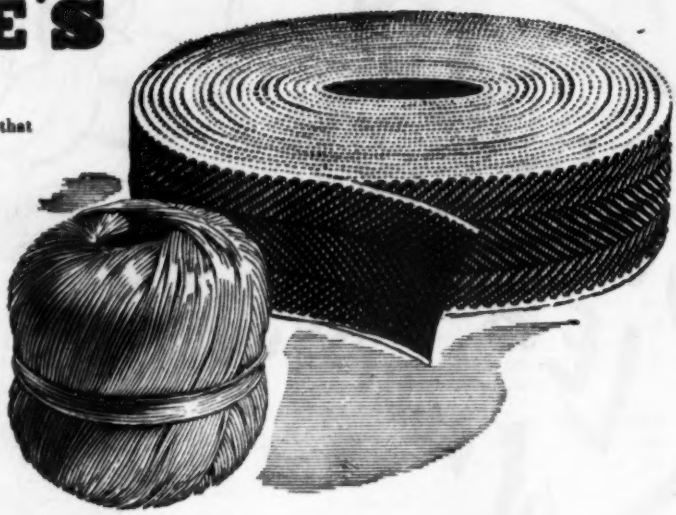

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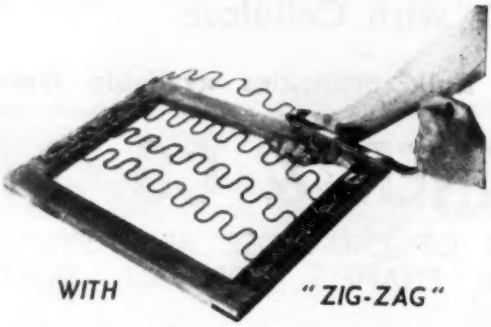

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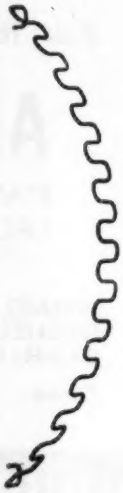

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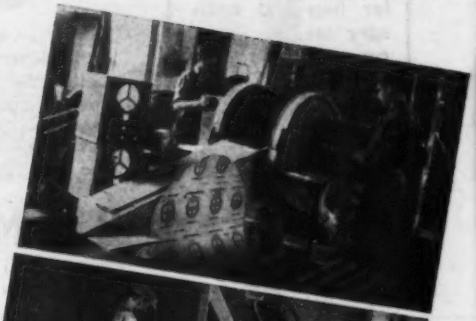

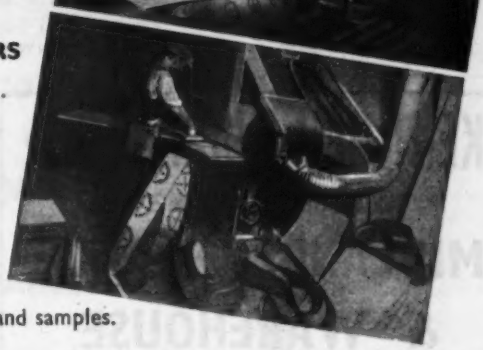

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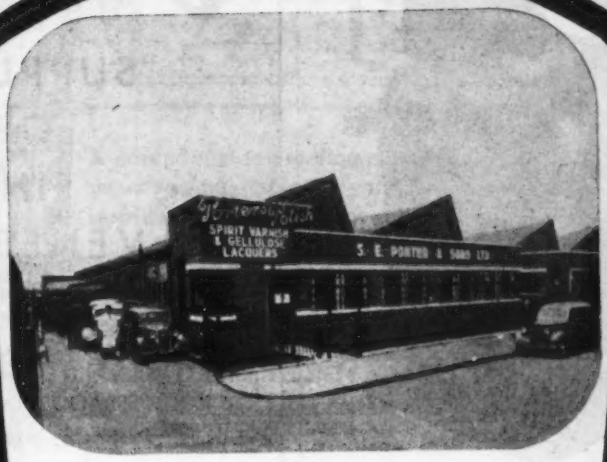

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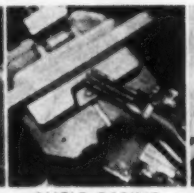

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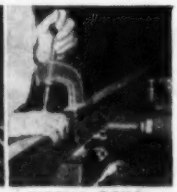

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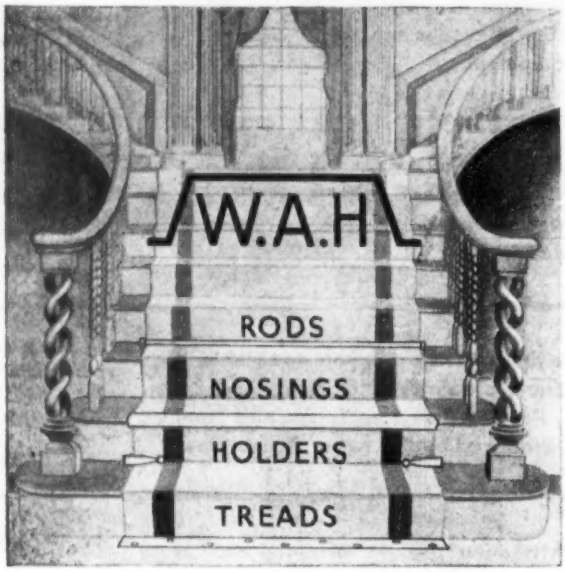

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INDEX to ADVERTISERS

Adams, F. H., & Sons, Ltd. 40
Alan, S. J. (Furniture), Ltd. 46
Alcock & Stowell, Ltd. 44
Anderson, Harry, Ltd. 34
Austin, F. (Leyton), Ltd. 9

B.F. & D.A. 21
Barbreck (Upholsterers), Ltd. 30
Bardens (Bury), Ltd. 72
Bates, C. R., & Sons, Ltd. 18
Bedding (Bolton), Ltd. 33
Bedding Supplies, Ltd. 34
Birshall, Ltd. 46
Bloomfield, H., & Sons, Ltd. 44
British Industries Fair 29
Brookman, R. S., Ltd. 76
Brown, N. C. (Rochdale), Ltd. 18
Burgess Bedding (New Cross) 57
Burrows, A. J., & Co., Ltd. 42
Byfleet Furniture, Ltd. 28

Caplan, H. (Furniture), Ltd. 59
Century Furniture, Ltd. 37
Cheetham, Alex. J., Ltd. 39
Chiswell Wire Co., Ltd. 72
Christie, Tyler, Ltd. 8
Cinnamon, J., Ltd. 15
Collins & Hayes, Ltd. 49
Connolly Bros. (Curriers), Ltd. 69
Crown Spring Co., Ltd. 65
Curtis, G. E. S., Ltd. 28
Cutler, E., & Co. 40

Dancer & Hearne, Bros., Ltd. 3
Davis, Gordon, Ltd. 37
Dean, J., & Sons 46
Denmor Furniture Co. 44
Dermide, Ltd. 45
Doune, T. S., & Sons, Ltd. 70
Dudleys of Kensington, Ltd. 26
Dunlop Rubber Co., Ltd. Cover i and 31
Durex Abrasives, Ltd. 73

Eglin, W. P., Ltd. 46
Elwilply Veneer Co., Ltd. 76

Fane, S. A. (High Wycombe), Ltd. 36
Fashionwood, Ltd. 28
Finecraft Furniture, Ltd. 42
Finewood Products, Ltd. 28
Freedman Upholstering Co., Ltd. 62

Gibbs, Herbert E., Ltd. 32
Gilbert, D. M., & Co., Ltd. 1
Goldberg, Y., & Sons, Ltd. 76
Greaves & Thomas, Ltd. Cover iv
Grosvenor Bedding Co., Ltd. 42

Hancock & Lant, Ltd. 44
Hands, W., & Sons, Ltd. 48
Hart, H., & Son 36
Healey, W. H., Ltd. 38
Hensher, A. & S., Ltd. 5
Herrman, H., Ltd. 27
Hill, Buchanan, Hall, Ltd. 36
Homelea Fittings (London), Ltd. 32
Hudson, W. A., Ltd. 78
Hughes, Geo. H., Ltd. 24
Huglin, D. 34
Humphries, A. V. 38

Imperial Chemical Industries, Ltd. 25
Ings, Sidney H., Ltd. 35
Joynson, Holland & Co., Ltd. 48

Kaplin, S., & Sons (Upholsterers), Ltd. 12
Kent Nail Works, Ltd. 74
King, S., & Co., Ltd. 42
Kloss & Trusher, Ltd. 7

Lawrence Cabinet, Ltd. 11
Lawrence, Wm., Ltd. 24
Learner, A., & Co., Ltd. 71
Lee & Hollomon, Ltd. 44
Littman, J., & Sons, Ltd. 45
Lupton, James, & Sons, Ltd. 30
Lusty, W., & Sons, Ltd. 47
Luxury Upholstery, Ltd. 2

Manchester Spring Cushion Mfrs., Ltd. 38
Mandleberg, J., & Co., Ltd. 77
Marcus, L., Ltd. 47
Martin & Lowe, Ltd. Cover iii
Matthews, C. E., & Co., Ltd. 20
Matthews, S. & Sons, Ltd. 12
Mealing, T. W., & Son, Ltd. 23
Michell, C. F. (Duraluxe), Ltd. 22
Mitcham Hair & Fibre Mills, Ltd. 80
Moorhouse, E. (Apex), Ltd. 10

Nathan, B. & I., Ltd. 13
Nerden, J. (Bedding), Ltd. 2
Norcutt, W. G. (London), Ltd. 80
North Wales Upholstery, Ltd. 16

Oakden, A., & Sons, Ltd. 74
Old Bleach Linen Co., Ltd. 4

Paragon Furniture, Ltd. 42
Parslow Furniture, Ltd. 8
Pemberton, H., & Co. 10
Pieffer, S., Ltd. 58
Pickard, W., & Co., Ltd. 70
Poplar Furniture Mfg. Co., Ltd. 14
Porter, S. E., & Sons, Ltd. 75
Poulton & Nicholson, Ltd. 60
Progress, Ltd. 18

R. A. Postcards, Ltd. (Photo Way) 38
Rackstraw, J. S., & Co. 46
Rapport, M. A., & Co., Ltd. 42
Regina Fabrics, Ltd. 39
Robertshaw, James, & Sons, Ltd. 40
Rose & Co. 44
Ruberoid Co., Ltd., The 74

Scrivener, R. G. & J. 36
Segal (General Merchants), Ltd. 44
Semple & Co., Ltd. 22
Shear, S., & Sons, Ltd. 38
Sherborne Upholstering Co. 30
Siddall & Hilton, Ltd. 26
Simbros (Furniture Mfrs.), Ltd. 20
Singer, R., & Co., Ltd. 41
Smith, H. H., & Son (High Wycombe), Ltd. 16
Smith, N. B., & Co., Ltd. 32
Stanton, Green & Benson, Ltd. 40
Steel Bros. (Cabinet Mfrs.), Ltd. 24
Steel, W., & Co., Ltd. 4
Stuart, Anthony, Ltd. 32
Summers, J., & Sons (Furniture), Ltd. Cover ii
Sykes, A. 46

Timber & Gen. Mut. Acc. Ins. Assoc., Ltd. 64
Toper, D., & Sons, Ltd. 14
Townsend, W. F., & Sons 34
Transmaritime, Ltd. 6
Tudor Trimmings, Ltd. 26
Tully, F. & A., Ltd. 30

Vere, Wm., & Co., Ltd. 48
Vernons Industries, Ltd. 41
Vitafoam, Ltd. 19

Waldenberg Bros., Ltd. 26
Waldo (Sheffield), Ltd. 43
Walnut Cabinet Works, Ltd. 46
Weisbaum Bros., Ltd. 65
Weathershields, Ltd. 35
Wilcox & Co. 20
Wilkin, Henry, Ltd. 33
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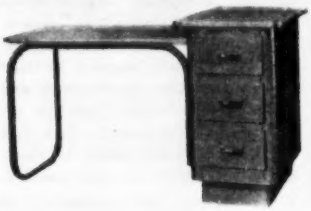

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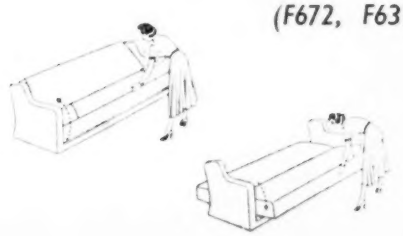

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